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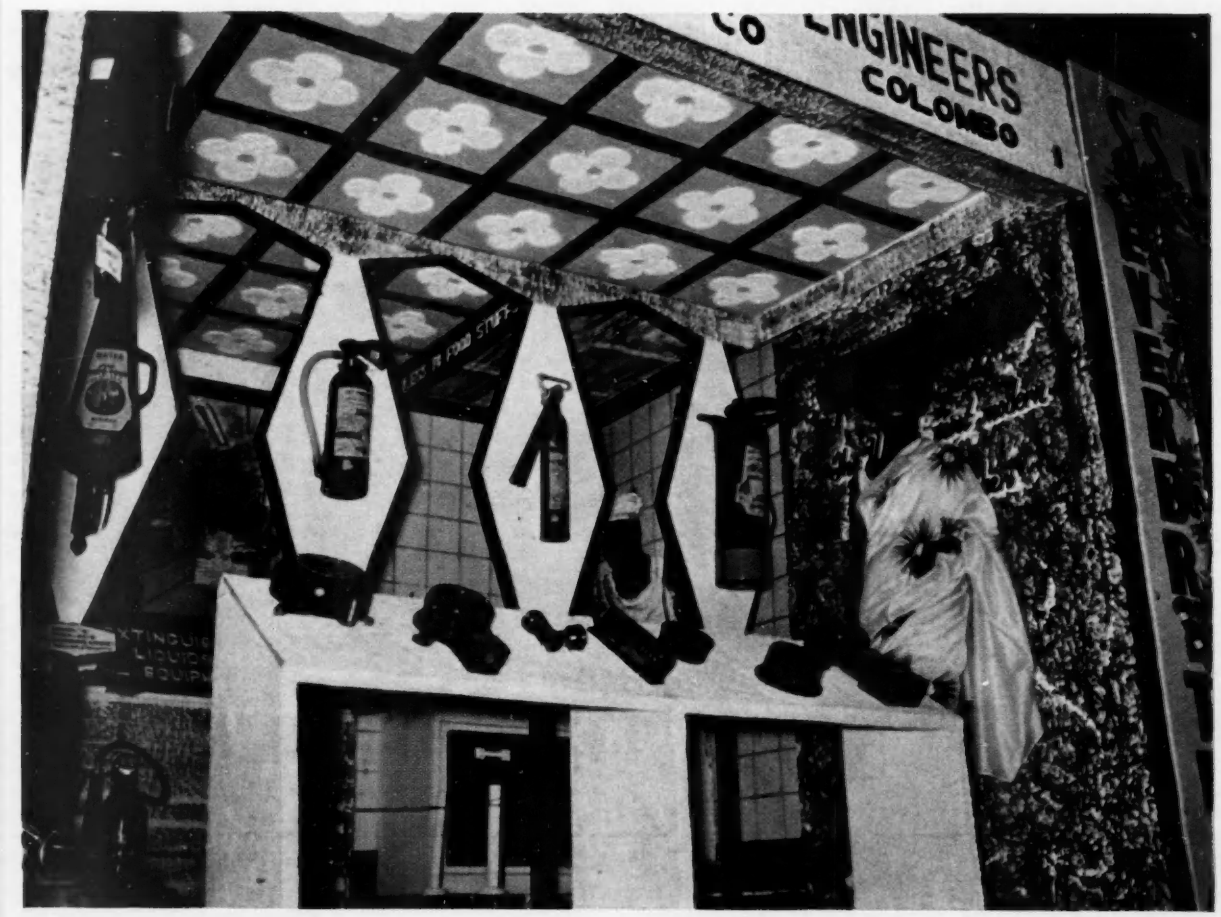

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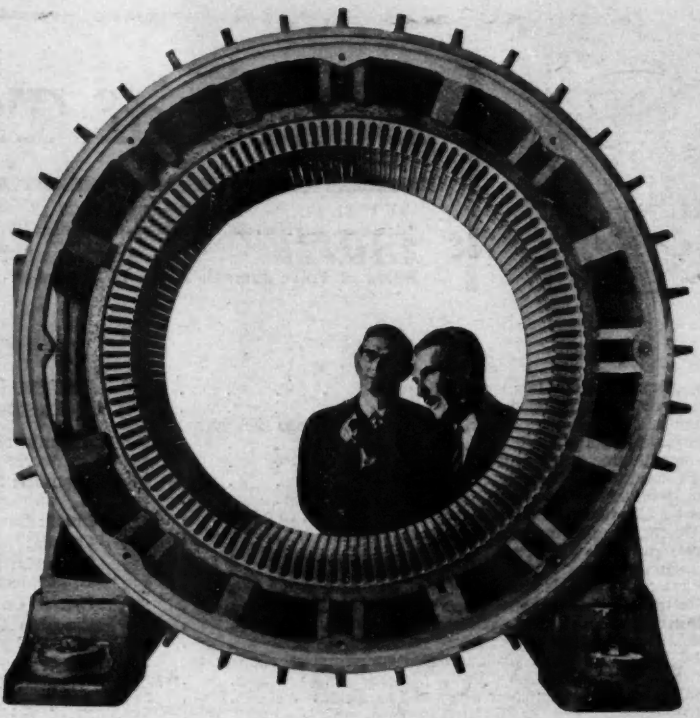
Front cover photograph

Fire extinguishers manufactured by Minimax Limited of Feltham, Middlesex, on display at an exhibition held recently in Colombo, Ceylon, where Minimax Ceylon Agents and Distributors, Alex Periera & Co., had a stand. Minimax Limited export their fire extinguishers and fire-fighting equipment to all parts of the world, where they are sold through subsidiary companies or distributors and where service departments are maintained to ensure the immediate service which has been provided by this company for over 65 years.

Minimax export sales for 1967 showed an increase of 40 per cent on those for 1966, and this trend is continuing in 1968 with the opening of new markets, particularly in Africa. Recent prestige orders have resulted in the installation of Minimax fire extinguishers and hydraulic hose reels in large new hotels in Malta, Ceylon and the Arabian Gulf and a number of new hospitals which have been built throughout Uganda.

Electric motor maker drives exports up by one-third.



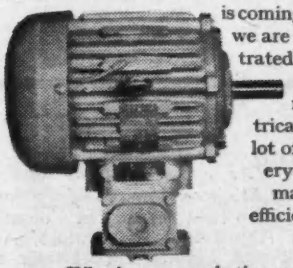
Winding-up is good business for this efficient Huddersfield company. Its electric motor exports run into millions every year and increased by one-third in 1967, says general export manager Kenneth A. (above right).

Interviewer: Your motors are general workhorses for industry?

Kenneth A: That's so, they're the prime movers for most machinery. We go from fractional h.p. motors up to big 650 h.p. jobs.

Do you find competition fierce overseas?

Kenneth A: Tough, yes, especially from the U.S. and German manufacturers, and Japan is coming up fast. But we are very concentrated producers of a specialised range of electrical products. A lot of our machinery is semi-automated, and this efficiency keeps us competitive.



What's your marketing set-up?

Kenneth A: We have agents in 76 countries, and our own subsidiary selling companies in three major markets—U.S.A., Canada and Germany. These subsidiaries give us a good edge, because technical service is so important in our field. We get orders because our people overseas sweat over getting drawings to customers and make that much extra effort.

Is all your overseas business covered by ECGD?

Kenneth A: Our business through agents has been covered since 1960, and we've recently added the subsidiaries. This was primarily to take advantage of ECGD Bank Guarantees. On a figure of £1 million, say, we could save £10,000 because the Guarantee enables us to borrow at Bank Rate.

Your exports have grown impressively since you first came to ECGD. Any connection there?

Kenneth A: Financial security became more important after the first postwar export boom ended. Immediately after 1945 we were selling in the traditional Commonwealth markets, usually with companies we knew very well. But that all ended in the fifties, and we had to move into much less familiar markets. We soon felt the cold, and had to have ECGD cover if we were to expand.

You've certainly expanded in North America. Do you find ECGD's New York office useful?

Kenneth A: It's a help, the ECGD man there having underwriting powers up to certain figures. We find this speeds things up a lot.

Your exports were a record last year. What now?

Kenneth A: We were up by a third last year. Now we're consolidating for the next surge forward.

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Algeria: the market merits a long hard look

by R. C. Robinson MBE, First Secretary (Commercial), British Embassy, Algiers

WITH AN AREA of 2.5 million square kilometres Algeria is one of the largest countries in Africa. It stretches 3,000 kilometres southwards from the Mediterranean across the Atlas mountains and the age-old barrier of the Sahara desert to have common frontiers with Mali, Niger and Mauritania. Its other neighbours are Morocco on the west and Tunisia and Libya on the east. In this vast country, whose natural resources are still not fully known and far from being exploited, live 12 million people, most of whom are concentrated in narrow coastal areas north of the Atlas. Since achieving independence in 1962 after a seven-year war against France the young Popular Democratic Republic is still waging a desperate struggle to revive the economy from the state of stagnation into which it was plunged by the massive exodus of the European population, and to raise the standard of living of its people. The problems are enormous and daunting – for example, it is estimated that less than one in four of the male population above the age of 14 has any form of work, while 74 per cent of the population over the age of 10 is illiterate. But there are now signs that the Government is coming to firmer grips with them. It is in the context of these efforts that British firms can find sales opportunities in Algeria.

Constructors John Brown Ltd. have been carrying out a considerable amount of work on behalf of SONATRACH, the Algerian oil undertaking, over the past few years. In summer 1964 *they were awarded a contract covering the design, procurement, construction, commissioning and initial management of a complete crude oil pipeline installation worth* £25 *million. Recently CJB were awarded a further contract for additional facilities to the pipeline, running from Haoud el Hamra to Arzew, worth about* £4 *million. Completion is scheduled for August* 1969. *Picture shows welding being carried out on the pipeline.*

Basis of the economy

On independence Algeria inherited a modern infrastructure of proportions and variety not usually associated with a developing country, an up to date and prosperous farming sector and a nucleus of industry. Existing parallel with this is an almost mediaeval traditional economic structure largely based upon subsistence farming and, in the south, nomadic practices. Although agriculture now probably only represents 18 per cent of the gross national product, estimated at about £750 million, it remains the principal activity of most of the population and is the Achilles heel of the economy. Agricultural output has failed to keep pace with the birthrate of just over 3 per cent, one of the world's highest. Fortunately for Algeria, the Sahara desert is proving not to be just a vast sandy rocky waste isolating the north from the rest of Africa, but a reservoir of natural resources, particularly oil and natural gas which will form the basis for industrial development on which the country's hopes of a bright future rest. Since 1956 when Saharan oil began to flow, the importance of oil and natural gas to the economy has steadily risen to relegate agricultural products to second place. By 1967 they accounted for 60 per cent of Algeria's export earnings. Mining products – iron ore, lead, phosphates, copper and zinc – are also important. Up to the present manufactured products have not made any significant contribution to the economy by reason of the unbalanced nature of the small industrial sector, which was largely developed in the immediate pre-independence era as a complement to French industry.

Future developments

A policy of socialism, involving the eventual nationalization of the existing means of wealth, production and distribution, the creation of State-owned primary industries, and agrarian reform to limit private ownership of the land, is the cornerstone of Algerian economic development. Many foreign-owned private industrial ventures have come under the sway of the State, while foreign banking, insurance, mining, and a number of other activities are now governmental monopolies. New State industrial ventures have been severely handicapped by inadequate finance and a grave shortage of trained personnel at all levels. Private foreign investment, although encouraged by new legislation, has not played any role in developing the country, but foreign financial aid, notably French, helped considerably in the first years of independence to keep the economy afloat.

A seven year development plan for the years 1967-1973 has been elaborated but no synopsis of it made public. It is, however, estimated that the implementation of the plan (to achieve an annual growth rate of 7 per cent) will cost not less than £1,800 million. So far the indications of the priorities of the plan have come from the publication *Revolution Africaine*, the organ of the sole political party, the Front de Libération Nationale. At the beginning of 1968

(Continued on next page)

ALGERIA: THE MARKET, *continued*

this paper announced that by 1970 the equivalent of £450 million would have been spent on the first three year phase of the plan to establish basic heavy industries. This sum was to be allocated as follows:

Oil, natural gas and petrochemical developments	£225·8 million
Mining developments	£15·0 million
Electrical power projects	£21·7 million
Iron and steel manufacture	£100·0 million
Transformation industries e.g. mechanical engineering, textile, food processing projects	£87·5 million

1967 showed little practical evidence of progress, but 1968 is expected to see the beginning of the execution of a number of long planned projects, as the development budget for the year, allegedly financed to 94 per cent, is spent. Quoting *Revolution Africaine* again, the 1968 budgetary allocations are to be as follows:

Economic Sector	£ million		
	Definitive Expenditure	Loans	Total
Agriculture	17·3	27·5	44·8
Industry and power	42·9	84·1	127·0
Infrastructure and building	25·9	12·8	38·7
Education and training	14·3	—	14·3
Tourism	1·7	2·5	4·2
Administrative equipment and divers	18·0	—	18·0
	120·1	126·9	247·0

Official Algerian statements on the sources of finance to carry out the plan have been vague, but President Boumedienne has made it clear that Algeria will have to rely on herself. Foreign aid, particularly French, is still important to the country, but is declining. In 1966 it totaled £27 million but in 1967 was down to £20.4. So far very little use has been made of the special fund of £83 million to be provided under the terms of the 1965 Franco-Algerian oil agreement by the French Government between 1966 and 1970 for argeed joint industrial projects. Oil and gas revenues (which in 1967 probably amounted to not less than £80 million) will bear the brunt of the cost of development, but a high level of taxation (currently estimated at 22 per cent of the national revenue), stringent governmental economies in non-productive spheres (but not in education), and domestic austerity will contribute. It is also hoped that tourist receipts will eventually swell the foreign exchange reserves, which, according to official statements, stood at the beginning of 1968 in the region of £165 million (including gold worth £62.5 million).

As stated above no comprehensive survey of the planned developments has been issued, but from official public utterances and publications it has been possible to prepare a list of some 40 State industrialization and other development projects planned for execution by 1970. A copy of the list is available from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454), but it may be noted that the projects include:

- oil refineries
- oil and gas pipelines
- petrochemical plants
- a natural gas liquefaction plant
- a diesel engine and tractor manufacturing plant
- an integrated steel plant
- factories to produce woollen cloth, chinaware, cement, paper, flat glass, ceramics
- mining developments
- railway modernization
- fishing industry expansion
- tourist developments.

In addition to these State projects the private Algerian investor is being encouraged to put his money into small manufacturing units to make consumer goods, whose importation is made difficult by witholding import licences and quotas. By mid-1968 88 applications to invest, with or without State aid, had been submitted to the Algerian authorities. They were reported to cover the following industries:

- plastic moulding
- paper making
- cloth weaving
- food processing
- making-up of clothes
- chemical processing
- electrical goods manufacture
- leather working
- furniture manufacture
- shoe making

There are thus openings for supplying equipment for these nascent industries.

Foreign trade

Most of Algeria's needs have still to be imported in spite of the attempts at diversifying the economy, and it is estimated (for lack of up-to-date statistics) that France still supplied in 1966 69 per cent of all Algerian imports, and took 64 per cent of Algerian exports, remaining the country's principal client. But France's privileged position has been steadily eroded since independence, when she supplied 77 per cent of all imports and took the same percentage of Algerian exports. In February 1968 the Algerian customs tariff of 1963 was revised, reducing the previously strong French advantages. Difficulties over French imports of Algerian wine and other agricultural produce and over the admission of Algerian workers into France created a situation in mid-June 1968 which appeared to threaten still further the French dominant position in the market. There has been a swing towards trade with Eastern Europe and other communist countries, which, the Minister of Commerce, M. Delleci, stated at the beginning of 1968, would account for 30 per cent of Algerian foreign trade by the end of the year. Nonetheless, Western Europe, particularly the European Economic Community, even without France, is still an important customer and supplier of Algeria.

The following table (based upon the national statistics of Algeria's principal non-communist suppliers) show how Britain has fared against her principal competitors in selling to Algeria over the past three years.

Value of Exports to Algeria	£ '000		
	1965	1966	1967
France	182,737	156,069	147,469
United States	7,322	23,821	11,921
Italy	8,748	7,167	7,173
Western Germany	5,576	4,814	7,057
Britain	6,840	3,033	2,970
Netherlands	2,123	2,315	2,729
Belgium/Luxembourg	2,497	1,493	2,502
Sweden	687	572	862
Japan	5,432	5,109	2,208
Switzerland	813	1,075	849

The marked fall in the British share of the market after 1965 was the result of the ending of the large contract gained by a British company to build the Algerian Government's first oil pipeline, while the Arab-Israeli war of June 1967 put a temporary brake on what might have otherwise been a promising expansion of British exports.

Breakdown by main categories of Anglo-Algerian trade in 1967:

	£ million	
	Algerian exports to Britain	British exports to Algeria
Foodstuffs and live animals	0·7	0·2
Beverages and tobacco	—	0·06
Crude materials, inedible (excluding fuels)	1·3	0·05
Mineral fuels and lubricants	13·1	0·01
Chemicals	—	0·16
Manufactured goods	—	0·21
Machinery and transport equipment	0·1	2·2
Miscellaneous manufactures	—	0·06

Trading conditions

The transition from a free economy to State control has been accelerated in 1968 by nationalizations of foreign, mainly French, enterprises. It is now estimated that 90 per cent of Algerian exports and 75 per cent of imports pass through an official agency of some kind, a trend which will continue in the absence of a radical reversal of policy. These agencies usually attempt to buy in bulk direct from manufacturers at the lowest possible prices on the longest credit terms with, whenever possible, payment in Algerian products. Purchases through intermediaries are avoided if possible. This is, however, not to say that commission agents, stockists and distributors do not exist but those still in operation have few illusions about their future and are not generally interested in new representations, unless there is a chance of gaining a large State contract. British newcomers to the market would do well to consider a direct approach to the end user, especially when, as is usually the case today, this is the Algerian Government.

A Contracts Code has been drawn up by a Central Contracts Commission. Its aim is to have government orders carried out on the most advantageous terms to the buyer, although it also has to make maximum use of local production and labour, even if foreign suppliers and contractors can offer better terms.

A list of State agencies and Government ministries is available from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454).

An international trade fair is held annually in Algiers and Algerian buyers also attend the major European fairs.

Opportunities for the British exporter

The developments outlined above prove that an export sales potential, particularly for capital goods and know-how, exists and is growing, particularly in the long term. Competition is fierce, but given competitive prices (as a result of devaluation) and quick deliveries, British firms should be able to sell. There are no longer any official political prejudices against Britain; the break in diplomatic relations made in December 1965 by the Algerian Government was repaired in April 1968, and the British Embassy (Commercial Department, 7 Chemin des Glycines, B.P. 25, Alger RP) is now once again able to help British businessmen.

How can these opportunities be seized? In the first place it is imperative that Algerian buyers learn more of what Britain has to offer, and this can be done in two ways:

by more intensive visits by British businessmen to Algeria;
by trying to get Algerian buyers to come to Britain.

It must be emphasized that French is the working language of the Algerian official and the businessman. English is *not* generally understood and, although there are signs that a number of officials are beginning to learn the language, correspondence and trade literature must be in French if interest is to be aroused and maintained. The same argument applies to units of measurement: metric dimensions must be quoted.

FILMS FOR EXPORTERS

THE Board of Trade has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

They are:

'Shop Windows for Exports.' A 20-minute 16mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, its Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

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Parliament discusses Czechoslovakia

PARLIAMENT REASSEMBLED on August 26 to debate the Czechoslovakian situation, Mr. Harold Wilson, the Prime Minister, spoke of the profound sense of shock and dismay which the House felt regarding the events of the past week in Czechoslovakia. In the course of his speech he said:

'I reject the view that the events of the past week leave us no choice except to relapse into the frozen *immobilisme* of the cold war. For this same reason I would warn the House against hasty and ill-considered gestures which would be harmful to the longer-term aim of an easement of world tension, and which, at the same time, would be of no help whatsoever at this time to Czechoslovakia.

'This would, in our view, apply to economic measures. Obviously, governmental and parliamentary contacts with the countries reponsible for the invasion must be at a discount for the immediate future.

'But, as far as cultural contacts are concerned, the Government feel that it would be a mistake to impose a ban on visits which have been planned. Individual British citizens, of course, are free to decide how far they want to support these visits, because we believe that the reaction of individuals can be much more eloquent in this context.'

Mr. Michael Stewart, the Foreign Secretary, referred to trade and cultural relations with Eastern Europe. He said:

'I think that it is generally agreed that attempts to break ordinary trade between us and Eastern Europe are not relevant, would not be useful and are not the proper line of policy at the present time.' Mr. Stewart agreed with a member who, arguing against a trade ban, had said that trade was one of the way in which we kept the Russians informed of what life in the West was like, and this would apply also against a wholesale ban of cultural activities. Mr. Stewart continued:

'I don't believe that there should be a complete breakdown in these but I am bound to say that it will be extremely difficult to make the impressive steps forward in this field that we had hoped to make before this disaster fell upon Europe.'

'I also think that we should avoid contacts which have clear political overtones and are of such a nature that the very fact that one has such a contact could be quoted as evidence that Britain really did not mind what had happened. I have, therefore, cancelled my own projected visits to Hungary and Bulgaria. Nor will for the present other Ministerial visits take place. I think also that for the present it would not be appropriate for hon. members of this House to visit the countries which have taken part in the invasion.

'The whole question of contacts will, of course, be a matter not only for Governmental, but for voluntary action. I note that the TUC has withdrawn the invitation it sent to Mr. Shelapin. It is as well that there should be voluntary acts as well, because, in our country, opinion is not something manufactured by the Government alone and presented as a line to follow to the rest of the nation. When the nation feels as one, it should express itself in many voices both public and private.

'I do not believe that it would be right to break off diplomatic contacts with countries of Eastern Europe. The Government which we recognize in Czechoslovakia is the present lawful Government of Czechoslovakia, and there we are.'

The Brno International Trade Fair

THE COMMERCIAL section of the Czechoslovakian Embassy in London informed the Board of Trade of the decision of the Czechoslovakian Government to proceed with arrangements to open the International Trade Fair at Brno on September 8. The three trade associations, Scientific Instrument Manufacturers' Association, Gauge and Tool Manufacturers' Association, and the Federation of Manufacturers of Construction Equipment, who are co-operating with the Board of Trade in sponsoring joint venture displays at Brno, have been advised of the situation and are informing their members.

Inquiries to the Board of Trade (Tel. 01-222 7877, Ext. 2462).

Lord Brown (second from right), Minister of State, Board of Trade, talking to members of a mission from Rome when they called on him in London recently. With him (left to right) are: Dottore Fausto Bonetti, director of the new milk collection, processing and distribution centre, to be installed shortly in Rome; Dottore Alberto di Segni, Assessors of Rome Municipality; and Duttore Fausto del Turco, president of the new Rome centre. The members of the mission, who were guests of the British Government for a week, had talks at several ministries and took a look at the latest British methods and techniques in dairy equipment and the supply of milk in big cities. Town planning talks and a study of automated control of city water and electricity supplies was also on their agenda.

Mr. Edmund Dell inaugurates work on new factory site at Birkenhead

THE SITE for a Board of Trade advance factory of 25,000 sq. ft., with additional space for development, was visited by Mr. Edmund Dell, Minister of State, Board of Trade, on August 23.

Speaking at a ceremony to inaugurate the start of work on the site, the Minister – who drove a tractor across the area to clear the first part of the ground – said: 'I hope that there will be a queue of prospective tenants eagerly awaiting its completion.

'One of the problems with which we, in the Board of Trade, are faced in relation to Merseyside generally is the shortage of land for industrial development,' he said. 'We have managed to attract to this area a good selection of diversified industry, and the great success of the motor car industry in its location here shows what can be done in successive Governments' attempts to redress the balance in favour of the other industrialized areas of this country.'

Mr. Dell went on to say that the Board of Trade had no powers to direct industry, and they could only do their best to persuade firms that it might be in their own interests to move to a new location. 'Mark you, the persuasion is helped along by fairly substantial offers of financial assistance – always an attractive proposition. However, we do find that quite often a firm wants to get into production quickly. They may have been successful in getting an export order, but feel that their present productive capacity is not good enough to cope. A factory built in advance of requirements may be just the type of premises they are looking for.'

He said that the 25,000 sq. ft. factory, when completed, would be of a standard design capable of accommodating a wide variety of firms. There was adequate room for expansion.

'In other parts of the country we have had to wait some time before a suitable tenant came along for one of our advance factories, but in Birkenhead I am sure that we will have the support of the local authority in ensuring that the day this factory is complete a firm will start moving in. The additional employment likely to be offered is certainly needed, and now we must ask the English Industrial Estates Corporation to get on with the job of building.'

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Address on page 606 of this issue.)*

ABCC merchanting trends report

THE ASSOCIATION of British Chambers of Commerce's nineteenth inquiry into the experiences and expectations of United Kingdom merchants engaged in foreign trade has been published. The surveys, which are carried out at four-monthly intervals, are concerned with the direction of recent and future trends and do not purport to convey predise, quantitative information. The present report is based on the replies of 227 merchants whose estimated annual turnover is nearly £370 million, the 205 exporters accounting for about £262 million a year (about 5 per cent of total United Kingdom exports) and the 100 importers for an estimated £106 million a year (just under 2 per cent of United Kingdom imports).

The report states that there was a marked rise in the level of confidence in the general business situation, and the post-devaluation recovery in optimism about export prospects has been maintained. In the April inquiry merchants were asked about the expected increase since devaluation in the value of exports up to mid-1968 and mid-1969. The question was repeated this time, changing mid-1968 to end-1968, but it was difficult to draw any firm conclusion except that merchants were rather more confident now than they were four months ago of substantially increasing the sterling value of their exports as a result of devaluation.

The import merchants replying predicted a fall in new orders, in the rate of import arrivals and in the level of outstanding orders. They also forecasted a further increase in average import prices. The sample was probably too small to justify reading too much into these predictions, but they suggested some diminution in import activity.

Copies of the report – Merchanting Trends Inquiry (19) – can be obtained free from A.B.C.C., 68 Queen Street, London, E.C.4 (Tel. 01-248 7211).

London Chamber trade mission for Australia

ENCOURAGED BY the 15 per cent rise in British exports to Australia during the first six months of the year the London Chamber of Commerce is to send a full scale trade mission to Australia from October 13 to November 6. The mission, which is being organized in conjunction with the Board of Trade and the BNEC, is to be led by Mr. Jeffrey Hamm, deputy chairman of the Council of the London Chamber with Mr. T. N. R. Harris, chairman of the Australia and New Zealand section as deputy chairman.

The 20-man mission, which is the third that the London Chamber has sent to Australia since 1965, will be visiting Perth, Adelaide, Melbourne, Hobart, Canberra, Sidney and Brisbane. The members of the mission represent a large range of industries, including marine and industrial equipment, textiles, office machinery, electrical products, theatre equipment, tools, agricultural machinery, insulation equipment and civil engineering as well as banking and merchant houses.

As well as undertaking individual selling programmes the mission will be looking at future prospects for British goods in the Australian market. Following the industrial boom of the last few years Australia is undertaking a large capital works programme which should provide many opportunities for British exporters.

London Chamber 'top-level mission' for South East Asia

SIR CON O'NEILL, director of Hill, Samuel & Co. Ltd., has accepted an invitation from the London Chamber of Commerce to lead its top-level mission to South East Asia. Sir Con is replacing Lord Jellicoe, who has had to withdraw.

The mission, which is being backed by the Board of Trade, the Foreign Office and the Ministry of Overseas Development, will be visiting the Philippines, Thailand and Indonesia from November 11-28. It will be the first British mission to visit Indonesia since 1962. Its purpose is to investigate the possibilities for the participation of British industry and commerce in the developments planned in the public and private sectors in the three countries.

Manchester Chamber of Commerce reports on Mission to Mexico

THE MANCHESTER Chamber of Commerce's Mission to Mexico in July in its report states that British firms' future stake in the Mexican market must depend upon policies of association with Mexican firms; this could include licensing arrangements, technical and 'know-how' agreements, and joint ventures, as well as the sharing of technological and industrial experience.

Textile machinery, machine tools, and chemical plant, as well as chemicals for industry, have good records in Mexico says the report, but in the face of the new possibilities which devaluation should now have brought about a broader based export performance is not only possible, but should be grasped without delay.

Firm orders valued at over £1 million were taken by the Mission, with other business under serious discussion. Four new agencies are in negotiation, a valuable 'know-how' agreement was concluded, and more are under discussion, as well as one joint venture.

BIM's October seminar on export research

'HOW TO research export markets for industrial products' is the theme of a one day seminar which is being organized by the British Institute of Management on October 10. The seminar is for managers who are actively concerned with researching markets abroad for industrial products. Among the aspects to be covered are 'Where to look for basic information on overseas market'; 'How to determine the suitability of one's products for overseas markets'; and 'How to investigate and determine the best channels of distribution for overseas products'.

Further information on the seminar can be obtained from the Conference Secretary, BIM, Management House, Parker Street, London, W.C.2.

Carpet designers to visit Vienna

DESIGN DIRECTORS and senior designers from the carpet industry will be visiting Vienna next month to study the potential of the Austrian market for British carpets. The Mission is being sponsored by the Federation of British Carpet Manufacturers and the British National Export Council and organized by the Council of Industrial Design, and will visit Vienna from September 14-21.

The programme for the Mission is being arranged in close co-operation with the British Embassy in Vienna and the Austrian Institute for Industrial Design, and will enable the designers to examine Austrian architecture and interior design; to meet architects, contract buyers and other trade representatives; and to see at first-hand the standard of carpets and other decorative goods on sale in shops in Vienna. The Mission will also visit the Vienna International Trade Fair and will meet leading Austrian designers at a reception at the Design Centre in Vienna.

Vienna has been chosen for this Mission mainly because it will be the site for a British Week promotion from October 10 to 18, 1969. Delegates on the Mission will therefore have an excellent opportunity to prepare to exploit the opportunities presented by the Week.

Financial guarantee for locomotives for Portugal

THE EXPORT Credits Guarantee Department signed a Financial Guarantee on August 20, covering the financing of two contracts for 27 diesel electric locomotives for Portugal.

The contract is between the English Electric Co. Ltd., and the Portuguese Railways.

The loan, which is worth approximately £2.4 million, has been arranged by Lazard Bros. & Co. Ltd., on behalf of Lloyds Bank Ltd., and the Midland Bank Ltd. It is repayable over a period of 12 years.

Disclosure of information about imports

CONSIDERATION is being given under Section 3 of the Finance Act, 1967 to the disclosure of information relating to the import of the following goods:

1968 statistical classification of imports	Description
	Rubber manufactures:
621 17	Unvulcanized natural or synthetic rubber including rubber latex, other than plates, sheets and strip; articles of unvulcanized natural or synthetic rubber (e.g. coated or impregnated textile thread; rings and discs).
621 46	Plates, sheets, strip, rods and profile shapes of unhardened vulcanized rubber—other than composition sheets for soling and heeling purposes.
629 66	Transmission conveyor or elevator belts or belting of vulcanised rubber.
655 21	Rubberized textile fabrics other than rubberized knitted or crocheted goods.
	Manufactures of metal: hand tools
695 29	Pliers, pincers, nippers and the like (including perforating punches of the plier type, but excluding medical, surgical, dental, veterinary and dissecting instruments, bolt croppers, pipe cutters, nail clippers, nail nippers).
695 32	Wrenches and spanners: open ended and ring.
695 36	Wrenches and spanners: adjustable.
695 40	Wrenches and spanners: other
	Mechanical engineering:
	1. Textile machinery: spinning, weaving, knitting:
717 03	Pre-spinning: wool
717 05	Pre-spinning: other textiles.
717 07	Spinning: wool.
717 09	Spinning: other textiles.
717 11	Winding machines.
717 23	Looms: automatic weft replenishing.
717 25	Looms: others.
717 27	Hosiery and other knitting machinery circular.
717 31	Flat-bar knitting machinery: power operated.
717 33	Fully fashioned hose knitting machinery.
717 36	Hosiery and knitting, other machinery.
717 37	Other weaving, knitting etc. machines.
	2. Textile machinery: washing, dyeing, sewing, etc.
717 65	New washers, dyers (other than centrifugal), cleaners, wringers, ironing machines and any combinations.
717 67	Other laundering, dry cleaning machinery.
717 69	Bleaching and dyeing machinery.
717 71	Printing and other finishing machines.
717 73	Other washing etc. machinery.
717 85	Non-domestic sewing machines and sewing machine heads.
	3. Construction equipment, excavating etc.
718 33	Self-propelled single bucket units: rope operated, n.e. 4 cubic yards capacity.
718 34	Self-propelled single bucket units: rope operated exceeding 4 cubic yards capacity.
718 35	Self-propelled bucket units: hydraulically operated.
718 37	Self-propelled single bucket units: parts.
718 39	Dozer blade attachments.
718 40	Tractor shovels: tracked.
718 41	Tractor shovels: wheeled.
718 43	Tractor shovels: parts.
718 44	Graders and bowl scrapers.
718 46	Other excavating and earth moving machinery.
718 48	Mining machinery: other than power operated coal cutters.
718 50	Other descriptions (including pile drivers, etc.).
	4. Air conditioning and refrigerating machinery.
718 61	Air conditioning machines.
718 64	Non-domestic refrigerators (electrically operated).
718 65	Non-domestic refrigerators: other
718 66	Non-domestic refrigerators: parts
	5. Other heating and cooling equipments.
718 70	Heat exchangers.
718 73	Other heating and cooling equipment.
	6. Textile machinery, washing dyeing, sewing, etc.
719 48	Calendering and similar rolling machines and cylinders.
	Electrical engineering.
722 95	Apparatus for making connections to or in electrical circuits other than plugs, sockets etc. Connectors, terminals etc. Holders, valve relay etc.
722 79	Switches up to 30 amps and not exceeding 250 volts, other than switches for telecommunications.
722 86	Switches, Switchgear, Switchboards and control panels—other switches.
729 62	Welding apparatus—arc welding A.C.
729 64	Welding apparatus—arc welding D.C.
729 65	Welding apparatus—resistance.

The Government are consulting the Association of British Chambers of Commerce on this proposal, and the Association will take into account any views received from importers by September 20, 1968. The address of the Association is: Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 13.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.04	2-Methylpropan-2-ol containing not more than 0·007% by weight of unsaturated compounds calculated as butene.	2-Methylpropan-2-ol (*tert*Butyl alcohol).	December 31, 1968	8822
29.23	Acetadehyde ammonia .	As in previous column	December 31, 1968	13200
29.32	4-Hydroxy-3-introphenylarsonic acid.	As in previous column	December 31, 1968	1907

Application for anti-dumping duties on rapeseed

THE BOARD OF TRADE give notice that they are considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Acts, 1957, and 1968, of anti-dumping duties on rapeseed imported from East Germany and Poland. This application may be extended to include other countries supplying this product at prices which appear to be dumped or subsidized.

A statement of the applicants' case will be made available to interested parties, who give an undertaking to treat the information contained in the statement in strict confidence. Requests for the statement, together with an undertaking in these terms, should be addressed in writing to the Tariff Division, Board of Trade, Room 103, 2 Central Buildings, Matthew Parker Street, London, S.W.1.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing to the Board of Trade at the above address not later than September 16. Such representations in summarized form and without attribution to the source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following three proposed mergers to the Monopolies Commission under the provision of that Act:

1. John Thompson Ltd., International Combustion (Holdings) Ltd. and Clarke Chapman & Co. Ltd.
2. The Life Association of Scotland and Nationale-Nederlanden or Noble Lowndes Annuities Ltd.
3. Philip Morris Inc. and Godfrey Phillips Ltd.

Visits by British Overseas Commercial Representatives during the period to November 1968

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during the next three months.

AUSTRALIA (Melbourne)	J. H. GILLIGAN Second Secretary (Commercial)	October	In present post since 1966
BULGARIA (Sofia)	W. F. B. PRICE First Secretary (Commercial)	*October	In present post since 1967
CANADA Atlantic Provinces (Halifax)	L. COX, OBE Trade Commissioner Head of Post	October	In present post since 1966
CANADA (Toronto) Ontario	P. F. NEWMAN Assistant Trade Commissioner	October	In present post since 1966
INDIA (Calcutta)	R. G. MARLOW First Secretary (Commercial)	November	In present post since 1967

*Two weeks only available.

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered and the appropriate office for Northern Ireland were listed on page xxii of the *Board of Trade Journal* of July 19, 1968.) Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

Purchase tax exemption on some drugs and medicines

THE COMMISSIONERS of Customs and Excise have made a Direction under Section 17(3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 4) Direction 1968 which temporarily exempts further essential drugs and medicines from tax. The effect of this Direction, which became operative on August 23, is to make the following additions to the entries contained in the Schedule to the Purchase Tax (No. 1) Order 1967.

To Head III of the Schedule

Arsanilic acid, and its sodium salt, prepared for veterinary use;

Disodium cromoglycate;

The Treasury will, in due course, be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

Nuclear power station to be built at Hartlepool

MR. ROY MASON, Minister of Power, on August 21 gave the Government's consent to the CEGB's application to build an additional nuclear power station at Hartlepool with a capacity of 1,250 MW.

It is hoped that construction work on site with the extra employment it brings will start in the late autumn or early winter, that the station will be operating in 1973/74 and will be fully commissioned in the year after that. Construction will provide employment reaching a peak of 2,400 men by 1971, and the station, when commissioned, will mean continuing employment for 450 men.

Record-breaking year for BIM

THIS YEAR the British Institute of Management is celebrating its 21st anniversary under the honorary presidency of the Duke of Edinburgh. The annual report, published on August 19, reveals that during the year records have been broken all round. The number of organizations in membership – that is, companies of all kinds, together with government departments, local authorities, trade unions, etc. – tops the 10,000 mark for the first time and the number of individual members now exceeds 20,000.

Income for the year ended March 31, 1968, is £773,314 compared with £567,663 for last year, and a deficit of £6,934 has been turned into a surplus of £25,182.

The number of conferences, courses and seminars organized by BIM has gone up from 425 to 514 and the overall attendance from 18,500 to 22,000. This does not include the many activities organized by the 50 BIM branches throughout the United Kingdom.

During the year a committee under the chairmanship of Sir Cecil Mead has been reviewing the aims and purposes of the Institute and its findings will be published before the end of 1968.

The report also announces the Government's decision to 'invest' a substantial grant in the Institute each year for a number of years to come. The amount for the current year 1968/69 is £98,000. This grant will primarily be used for underwriting the cost of development work and research and for the provision of services to management as a whole which in the normal course of events should not be a charge on the members' subscriptions.

The report also records the movement of the Institute's headquarters from Fetter Lane to a new 12-storey block in Parker Street, just off Kingsway. This move has enabled the Library with its 40,000 books and 10,000 periodicals to be modernized and the Management Education Information Unit to be expanded; both these units handled over 6,000 inquiries during the year.

New edition of 'Economic planning in the regions'

IN 1966 the Department of Economic Affairs published a reference booklet entitled *Economic planning in the regions*. A second edition of this booklet is now available from the offices of the regional Economic Planning Councils in England, the Scottish Economic Planning Council, the Welsh Council and the Northern Ireland Economic Council.

The booklet has 48 pages. Its introductory text explains the economic planning machinery in the regions and outlines current regional planning work. Each region is then briefly described and the chairmen and members of the regional Economic Planning Councils in England listed (with biographical information), together with the chairmen of the Economic Planning Board, and the names and office addresses of the Secretaries to the Councils and Boards. Similar information is given in the case of Scotland, Wales and Northern Ireland. There is a map showing regional boundaries and regional offices, the Development Areas, and the population of each region as a percentage of the United Kingdom total. The booklet concludes with a list of the main official publications on regional economic planning which have been published in recent years.

Economic planning in the regions is intended to be of assistance to journalists, members and officers of local authorities, and others seriously interested in the work of regional planning in the United Kingdom.

DEA 'Progress Report' for August

THE AUGUST 1968 issue of DEA *Progress Report* was published on August 22.

The Economic Section of the report, published monthly by the Department of Economic Affairs, contains articles on stockbuilding and on the Family Expenditure Survey. The Industrial and Regional Section contains articles on aluminium smelters and on the British population.

British rubber industry and the Kennedy Round: EDC report

THE ECONOMIC Development Committee for the Rubber Industry has published 'Kennedy Round and the Balance of Trade', its review of the effects on its industry of the tariff cuts.

The EDC hope that the publication of the figures contained in the report when taken in conjunction with export/import statistics will show British manufacturers where overseas competition can be met and where their are market opportunities for the United Kingdom rubber industry.

Copies may be obtained from The Library, National Economic Development Office, Millbank Tower, London, S.W.1.

Kennedy Round tariff concessions

INDIA SHOULD be added to the list of countries which began implementation on July 1 (see page 1712 of the *Board of Trade Journal* of June 7, 1968).

Two-day seminar and exhibition on fluidics at Manchester

FLUIDICS, a relatively new control technology for industry, will be the subject of a two-day seminar and exhibition to be held in Manchester on September 4-5. Entitled 'Industrial Fluidics – A New Control Technique', and sponsored by the Institute of Measurement and Control and the Ministry of Technology, the seminar, to be held at the John Dalton College of Technology, Chester Street, Manchester, is aimed particularly at small firms and local industry. Industrialists have been invited by Mr. Denis Bowen of Mintech's North West Regional Office, Manchester.

The seminar and exhibition are the latest in Mintech's activities to encourage low-cost automation techniques in industry.

An agreement was signed on August 19 in Lagos for a loan of £10½ million by Britain towards the cost of the third phase of the Nigerian Telecommunications Development Plan.
Britain has already lent £4,200,000 towards the cost of the first two phases of this plan which will modernize and extend trunk telephone facilities and exchanges throughout Nigeria.
This further loan brings near completion Britain's commitment entered into in 1964 to make loans up to a total of £15 million for contracts awarded to British firms under the Telecommunications Development Plan. The contracts for the third phase went to international tender, and the major parts have been won by the General Electric Company and British Insulated Callender's Cables. The loans were tied to British goods and services.
The balance of the cost of this phase of the plan is being met by the Nigerian Government and by a loan from the Canadian Government towards the cost of the other major contract which was won by a Canadian firm. The picture shows Mr. J. M. Price, commercial director of GEC-AEI Telecommunications Ltd., Coventry, at the signing of the contract. With him are the Nigerian Commissioner for Communications, Mr. Alhaji Aminu Kano (centre), and the Permanent Secretary to the Ministry, Mr. C. O. Lawson.

Selling holidays on Britain's inland waterways

A GROUP of Continental travel agents will visit Britain in October for a series of working meetings with operators of British inland waterways craft. The visit is being organized by the British Travel Association in co-operation with the British Waterways Board and other inland waterways organizations as part of its world-wide marketing programme.

A BTA spokesman said that research had shown there was a big potential market in Europe for holidays on Britain's inland waterways. In recent years the popularity of this kind of holiday had been increasing within Britain. The purpose of the October promotion was to open more Continental sales outlets.

BTA holds 'Youth Travel Workshop' at Sheffield

AN INTERNATIONAL STUDY GROUP to increase the number of Continental student and youth visitors to Britain was held at Sheffield from August 21 to 24, when 70 top British travel experts met over 60 agents from Europe at a 'Workshop' organized by the British Travel Association in co-operation with British Rail and British European Airways at Ranmoor House, Sheffield University.

Travel 'Workshops' are a new concept in tourist marketing, enabling members of the British travel industry to plan expansion of its services through contact with overseas international travel organizers.

Among the British firms represented were English-language schools, educational organizations, airlines and transport companies.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Aviation and Shipping

Board of Trade stand at Farnborough

THE BOARD OF TRADE'S stand at the SBAC Air Show, Farnborough (September 16 to 22) is devoted to the National Air Traffic Control Services (NATCS) and will have as its theme 'Mediator'. 'Mediator' is the code name given to the comprehensive plan to provide a computerized radar based air traffic service to all users of the airspace above 5,000 ft. over the United Kingdom Flight Information Region. For this purpose one of the largest computer complexes used in air traffic control anywhere in the world is presently being designed and installed in a new London Air Traffic Control Centre (LATCC) at West Drayton. There will be a smaller, but still large, complex at Prestwick, Ayrshire.

The National Air Traffic Control Services, set up in 1962, foresaw that it would be necessary to take the existing integration and centralization of air traffic control a great deal further. The problems this posed, and the forecast traffic demands of the 1970s – by which time SST and Jumbo jets should be in full operation – would call for an entirely new approach to air traffic control and to the scale and scope of the facilities provided. Thus was born Mediator, an air traffic control system which will encompass all aircraft in the United Kingdom airspace.

The focal point of the stand will be an air traffic control sector suite typical of those to be used at West Drayton under Stage 1 of the plan. Other exhibits, which will illustrate and describe the Mediator plan, include an illuminated model of the United Kingdom airspace in colour, and models of a typical NATCS radar radio station and long range surveilance primary and secondary radar heads. In the Mediator role, primary and secondary radar systems are being provided at Ash, Ventnor, London, St. Annes, Clee Hill, Lowther Hill and Burrington.

Euro-control will be represented on the stand by a display demonstrating United Kingdom participation in international air traffic services in Europe.

Co-operation with the air traffic control service will be mandatory in all controlled airspace (CAS) airways and within the 164,000 square miles of the upper airspace (UAS) control area. Below 25,000 ft. and outside controlled airspace, in the Middle Airspace (MAS) participation will be optional but it is expected that 90 per cent of all aircraft flying above 5,000 ft. will make use of the service during part of their flight.

Stage 1 of the Mediator plan is mainly concerned with the introduction of improved facilities and equipment and the exploitation of their individual capabilities in the immediate future. Stage 2 of the plan concentrates on improvements to the facilities and equipments and progressively more advanced techniques and integration in order to exploit their collective capabilities to the full. In particular more sophisticated data processing facilities to be provided under Stage 2 will relieve the air traffic controllers of many routine tasks. When Stage 2 is reached, LATCC will have control of all the southern part of the United Kingdom airspace as far north as 55° for Controlled Airspace, 56° N for Middle Airspace and 57° N for Upper Airspace.

The stand is being designed and mounted by the Exhibitions Division of the Central Office of Informaton for the Board of Trade, on behalf of Telecommunications and Air Traffic Control Departments of the National Air Traffic Control Services.

BEA's effort to encourage exports

BRITISH EUROPEAN AIRWAYS published its report and statement of accounts for 1967/68 on August 26, when it was revealed that they made an operating profit of £1,968,000 in the year ended March 31, 1968. However, after payment of interest on all its capital liabilities a loss of £1,784,000 was incurred. This loss had been charged against accumulated reserves.

A strong feature of the report presented by Sir Anthony Milward, chairman, was the effort made by BEA to earn foreign currency and to encourage exports.

The report recorded that the year under review was the last of the five year period for which BEA was set a target return of 6 per cent on its net assets by the Government. Over the period BEA achieved a return of 5.7 per cent on average.

Going on to deal with overseas earnings the Report makes the point during the year BEA 'exported' 43 per cent of its 'product', worth £39 million to the country's balance of payments. Of this, £17 million had been earned in Common Market countries, £11 million in the EFTA states, and £4½ million in North America. Over the whole five years period to 1967/68, BEA had gross overseas earnings of £160 million.

This invisible exports drive was the spearhead of BEA's campaign to reverse the financial trend. Measures taken included the launching of the largest marketing campaign ever undertaken by BEA on the Continent, to promote holidays in Britain. The campaign featuring 'Windsor Holidays' is part of a five year programme the object of which is to attract to this country overseas currency worth £440 million by 1973. This target was made up of £255 million in passenger and cargo revenue and £185 million in tourist expenditure by visitors flown in from abroad by BEA.

The year saw the launching of some of BEA's plans to lift its cargo business on to the next plateau of development. The airline's new cargo complex at Heathrow – Cargocentre Europe – began building in July 1967, at an expected capital cost of about £6 million, and will be 'the largest fully automated cargo terminal in the world ever built for one airline.

'With the reduced handling costs expected to come from Cargocentre Europe the Merchantman will give BEA a chance to make profits on all cargo aircraft for the first time.'

Sir Anthony Milward (left), chairman BEA, and Mr. J. T. Lidbury, deputy chairman and managing director, Hawker Siddeley, shaking hands following the signing of a £80 million contract for 26 Trident Three Jets with spares for BEA. The contract covers an option on a further ten aircraft.

First Concorde taxi-ing trials

THE ANGLO-FRENCH Concorde Supersonic airliner began taxi-ing trials at Toulouse on August 20. The trials began with a slow run along the new two-mile runway, reaching at times a maximum speed of 35 knots. Mr. Andre Turcat, chief test pilot of Sud-Aviation, who was accompanied on board by Mr. Brian Trubshaw, chief test pilot of BAC, Weybridge and Felton Divisions, afterwards said that the trials had gone extremely well. The Olympus 593 engines had behaved perfectly and the aircraft was easy to handle. Mr. Trubshaw, who will fly 002, the prototype now nearing completion at Bristol, said braking was satisfactory and all systems functioned well.

For these preliminary trials the aircraft carried some 600,000 lbs. and was at 110 tons all-up-weight.

Registration of crashed British Eagle Viscount

THE BRITISH Eagle Viscount, the loss of which was reported in the August 16 issue of the *Journal*, was registration G-ATFN and not G-AFTN as mentioned.

New Books

British Middle Market Directory. First edition 1968. (1,058 pages. Dun & Bradstreet Ltd. £10.) Since 1961 Dun & Bradstreet have published in alternate years their *Guide to Key British Enterprises*, covering a selection of some 11,000 leading firms in Britain engaged in primary industry, manufacturing and the distributive and service trades. To supplement it they have now inaugurated this new publication covering a further 15,000 companies of the second rank, mainly having a sales turnover in the approximate range of £100,000 to £750,000. The method of arrangement is the same as in the earlier work – the first, and largest, section being the alphabetical list of firms giving for each some or all of the following items of information: name, headquarters address, factory locations and branches; telephone and telex numbers, and telegraphic address; reference to parent company or group; line of business, description of company activities, and trade names used; sales turnover range; number of employees; date of formation and corporate structure; and names of directors. This is followed by a classification by trades, using a special classification with 400 headings. The last section is an analysis of group affiliations. An outstanding feature of the *Guide to Key British Enterprises* was the fact that it included private companies, about which much of this sort of information is not easy to find. The *British Middle Market Directory*, being concerned with smaller firms is almost entirely confined to private companies. The publishers intend to issue the two works biennally and in alternate years in future.

The Economics of Foreign Aid, by Raymond F. Mikesell. (300 pages. Weidenfeld and Nicolson. £3 3s.) The particular contribution of this book is that it brings together in one volume the theoretical foundations of foreign aid policy, and presents a critical analysis of foreign aid theories and approaches. It begins with a presentation of the objectives of foreign economic assistance from the standpoint of the major donors and of the developing countries receiving aid. The author focuses principally on the relationship between external economic assistance and economic development, reviewing the economic and social theories and approaches to development which have played a major role in foreign assistance policies. This is followed by a critical examination of the principal foreign aid theories and analytical approaches to economic problems arising out of the foreign aid process. At the macroanalytic level, attention is given to the savings constraint and the foreign exchange constraint approaches, and to the theoretical models employed for determining the quantity of external capital required for achieving certain growth goals under different assumptions about the behaviour of the economies of the recipient countries.

Industrial Integration in Europe; Practice and Policy. (54 pages. Federal Trust for Education and Research, 12A Maddox Street, London W1. 17s. 6d. post free.) The problems presented to industry trying to operate on a scale that transcends national boundaries formed the subject of a conference held in London in March 1968, whose papers and discussions are reprinted in this volume. Of particular interest is the series of case studies which include a merger between European companies (the Agfa-Gevaert Group), an international firm (IBM), and an American company operating through European subsidiaries (Tri-Wall Containers). Among the other contributions was a paper from Guido Colonna di Paliano (a member of the Commission of the European Communities) on industrial policy in the European Community.

Learning to Speak to Europe. (51 pages. Institute of Linguists, 91 Newington Causeway, London SE1. 15s., post free.) On November 27, 1967 the Institute of Linguists held a conference which arose out of concern as to the future supply of a sufficient number of people with linguistic skills in this country to meet the continued demand imposed by expanding ties with Europe. This pamphlet is the account of the conference. Its contents illustrate the difficulties in obtaining linguists but also give some ideas as to what has been done to provide them. It points out the great differences of opinion existing between educationalists and industrial firms as to the amount of time and money which needs to be spent on training. The first half of the conference reports deal with the present export climate, with particular reference to the Common Market; what manufacturers engaged in exports to the Common Market countries require in the way of language specialists; and how languages can be used to promote the export business. The second half discusses what can be done to satisfy the growing need of industry for professional linguists by examining what is being done now about language teaching with an eye to future development; the study of languages with special reference to their use by industry; and the problem of specialized language training to meet specialized needs. Each paper is followed by a discussion.

Who Makes What in Northern Ireland. Ministry of Commerce, Northern Ireland. (428 pages. Available from HMSO, 7-11 Linenhall Street, Belfast, BT2 8BY. 7s. 6d.; by post 8s. 7d.) This sixth edition of the trade directory maintains the format introduced in 1964 and introduces a list of companies which welcome enquiries about engineering services. Many new firms are included and there is a striking increase in the number of items included in the products index. In the 1964 edition some 2,000 were listed; this time the number is just under 3,000. In view of the ever growing interest in overseas trade, the usefulness of the directory is increased by the alphabetical list of products, provided in French, German and Spanish.

R.R.E. Activities Guide: Technical and Research Services for Industry. (27 pages. Available free from Industrial Applications Unit, Royal Radar Establishment, Ministry of Technology, St. Andrews Road, Great Malvern, Worcs.) The Royal Radar Establishment is the largest centre for electronics research and development in Great Britain. It is the Ministry of Technology's aim to encourage collaboration between industry and the Government research establishments to find solutions for technological problems, and RRE has set up an Industrial Applications Unit to provide a consultancy service for industry with experimental and research backing on a wide range of subjects. This newly produced booklet gives an overall view of the programme of work at Malvern, from basic physics research to the development of advanced electronic equipment.

Plotting Market Strategy: a New Orientation, edited by Lee Adler. (327 pages. Business Books Ltd. £2 5s.) In the United States, as elsewhere, ever-intensifying competition and the need for sustained profits have prompted the more progressive companies to forge new and productive marketing strategies, concepts and tools, and to apply these in ever more sophisticated and effective ways. This book, the work of 14 leading American experts drawn from either the academic or business world is devoted to a detailed discussion of these strategies, by means of which marketers may make a systematic approach to the evolution of new breakthroughs for their businesses. Some are action strategies, others seek to encourage a fresh point of view. Hence the discussion blends theory with practice.

Management For Technologists, by Arthur E. Mills and John P. Edwards. (272 pages. Business Books Ltd. £3.) This book has been written specifically for technologists to illuminate the problems they confront in business organizations. The authors look at the technologist at differing levels of decision-taking and examine the problems at each level. They see him first in relation to his job, then in relation to other employees as their supervisor and manager, and finally in relation to society as a whole. Their approach to management is more realistic and helpful for technologists than the traditional one which analyses management by functions and fields of activity.

Lane's Advertising Administration, by N. T. Sandbrook and L. Livesley. 4th edition. (246 pages. Butterworths. £1 12s.; by post £1 13s. 6d.) This book should serve as a general introduction to, and a survey of, the advertising business. It should enable the student, in particular, to understand the principles of advertising and to learn something of the work of various departments and ancillary services. Three main groups are dealt with: the advertisers themselves – the people who have products or services to sell; the advertising agencies, consultants and specialists who work with the advertiser and his own specialist departments to plan and produce effective advertising; and finally the media owners who ultimately bring the advertisers' messages to the public.

Setting Up an Office, by D. W. Logan. (232 pages. Business Books Ltd. £3.) This is a practical guide to the solution of the many problems, legal, financial, administrative and personnel, which are inevitably involved in the setting-up and efficient running of a new office organization. Written primarily for the benefit of those with little or no previous experience in this sphere, it explains how to set about establishing an up-to-date office to serve any new form of industrial or commercial enterprise, or even such specialist organizations as academic and medical research units.

Management Education in the Netherlands, by G. F. Evans-Vaughan. (20 pages. The Administrative Staff College, Greenlands, Henley-on-Thames, Surrey. 7s. 6d., post free.) This is one of a number of *Occasional Papers* dealing with management education in various European countries, including Spain, West Germany and Belgium.

Other Publications

THE BUILDING INDUSTRY AND THE PUBLIC CLIENT: PROCEEDINGS OF THE CONFERENCE ORGANISED BY THE *EDC* FOR BUILDING . . . March 21, 1968. 24 pages. Available free from the Librarian, National Economic Development Office, Millbank Tower, 21-41 London SW1.

ECONOMIC DEVELOPMENT COMMITTEE FOR THE MOVEMENT OF EXPORTS: PROGRESS REPORT July 1968. 4 pages. Available free from the Librarian, National Economic Development Office, Millbank Tower, 21-41 Millbank, London SW1.

QATAR 1968. 95 pages. Available free from Frank O'Shanohun Associates Ltd., 34 Bouverie Street, Fleet Street, London EC4.

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
September 5	**Aircraft equipment and General stores**	**No. 25 Maintenance Unit, RAF Hartlebury, Worcs.**	**Nock & Joseland (Dept. L), 65, Coventry Street, Kidderminster, Worcs. (Tel. 2053).**

Aircraft wheels; brake units; cameras; electrical equipment including, motors; generators; alternators; rectifiers; inverters; transformers; regulators; switches; meters; batteries etc; photographic equipment including cameras; exposure meters; lenses; epidiascopes; slide projectors; projection screens; large quantities of film and bromide paper; chemicals etc; webbing equipment including, a large quantity of GS Mk. 7 haversacks; various hydraulic jacks and pneumatic rams; actuators; fuel pumps; steel pallets; wooden boxes and cases; household and office furniture; clothing including greatcoats; raincoats; jackets; blouses; trousers; shirts; khaki drill and other materials and a large quantity of miscellaneous stores.

Sept. 10-11	**Technical and miscellaneous stores**	**Regional Depot, ROAC Hereford.**	**Russell Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432-4366).**

Fork lift truck; electric trucks and tractors; portable fuel tanks; a large quantity of generating sets; charging sets; battery charging plant tyres and batteries; radar and AA equipment; electronic valves; telephone sets; switchboards; oscilloscopes; binoculars; watches; wireless signal, aircraft, MT and electrical spares; steel piping; roller conveyors; machine tools including hack saws; grinders; circular saws and lathes; small tools; tool boxes; platform scales; chain blocks; ladders; large quantity of ankle boots; haversacks; blankets and sea kit bags; battle dress trousers and blouses and other clothing; tarpaulin sheets; furniture and numerous other items of general stores.

Sept. 17-19	**Miscellaneous stores**	**Ordnance Storage and Disposal Depot, Branston, Burton-on-Trent, Staffs.**	**Arnold & Son (Dept. L), 'Modwena House', 13 Market Place, Burton-on-Trent, Staffs. (Tel. 4657).**

Electrical and electronic spares and components; radio receiving sets; oscilloscopes; test sets; aircraft components and ground equipment; cameras and photographic equipment; laboratory equipment: household and office furniture; generators; compressors; machine tools including centre and capstan lathes; universal, horizontal and engraving machines; presses; woodworking machines etc; instrument jewels; vehicle spares and components; engines; axles; bearings; wheels; large quantity of tyres; body panels; MT equipment and tools; fitted workshop trailers; vehicle servicing trailer; 5-ton four wheel trailers; trailer mounted circular saw units; textiles including Wigan cloth; blankets; vests; drawers; clothing; stockinette; webbing; canvas; rag waste; nylon materials; waterproof covers; camp and catering equipment.

Catalogues of the above sales obtainable from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

NISSEN HUTS

100 Nissen Huts size 16ft × 36ft and 24ft × 66ft are to be sold at the Ministry of Defence auction sale to be held at BRANSTON on September 17 to 19, 1968. Further details and catalogues, price 1s. 0d. (postal order only), available from the auctioneers, Arnold & Son, 'Modwena House', 13 Market Place, Burton-on-Trent, Staffs.

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at the Ministry of Defence Auction Sale at HEREFORD on September 10 and 11, 1968. Most lots will not exceed 200 pairs and will be lotted in both single and mixed sizes. Catalogues, price 1s. 0d. (postal order only) available from the auctioneers: Russell Baldwin & Bright, 20 King Street, Hereford.

SALE BY TENDER

MACHINE TOOLS

Ex First Year Apprentice Training Scheme

Single spindle drills; centre lathes; milling, shaping and slotting machines. Located at Government Training Centre, Queenslie, Glasgow. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4bii(A)), First Avenue House, High Holborn, London, W.C.1. Tenders to be returned by 10 a.m. September 19, 1968.

Sales of Surplus Stores – British Army of the Rhine. The British Army of the Rhine have for sale at frequent intervals considerable quantities of surplus stores. These stores comprise a wide variety of items in the following groups:

Vehicles
MT spares, wheels and tyres
Bridging and engineer stores
Textiles
Ferrous and non-ferrous metals
Miscellaneous stores

Sales are by tender and contractors, commercial interests and public bodies who wish for further details may apply to the Disposals Organization, RAOC, British Army of the Rhine, 47 Hamm (Westfalen), Markerdorfstrasse 97, Germany.

MINISTRY OF PUBLIC BUILDING AND WORKS

1968	Description of Goods	Location	Auctioneers
Sept. 10	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 6d. direct from auctioneer. View days: Day preceding and morning of sale.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCK			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components: Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings	Total	Selected Components: Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,130	—	16,041	15,386	15,386	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	127	123	114	..	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	..	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	..	154	118	171	185	147	+590	+345	+88	+47
1965	129	132	155	148	126	..	160	130	170	189	152	+365	+217	+42	+43
1966	131	133	163	157	129	100	162	134	163	183	163	+199	+129	+ 2	+ 6
1967	132 (1)	133	169	164	131	101	171	128	168	200	185	+101(1)	— 48	—33	+10
1966 4th quarter	133	132	163	158	127	99	163	133	160	186	168	— 4	+ 11	— 9	—24
1967 1st quarter	132	132	165	160	129	100	165	127	165	189	174	+ 37	— 8	—10	+14
2nd quarter	132	133	168	161	129	100	174	133	176	196	185	+ 46	+ 12	—12	+14
3rd quarter	133	133	171	165	132	102	172	125	166	204	189	— 32	— 18	—16	—20
4th quarter	133 (1)	136	173	168	134	104	173	125	164	207	194	+ 50(1)	— 33	+ 5	+ 2
1968 1st quarter	136 (1)	137	177	175	139	106	176	120	186	208	194	—126(1)	—128	+ 1	+46
2nd quarter		138*				102									Nil
1968 January		136				104									
February		137				105									
March		138				107									
April		138*				102									
May		138*				100									
June		139*				103									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices: Index†	Index of retail prices: % change on year earlier	Wholesale price index: non-food manufacturing industry: Basic materials and fuel used†	Wholesale price index: non-food manufacturing industry: Manufactured products: home sales†	Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	at 1958 prices							Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962 = 100		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.			—		—	—	—				3,834	3,250	£ million
1962	117	100	101·6	+4·2	103·0	120·6	136·2	432	156	24,193	121	121	+127
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+116
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—402
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	—110
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	— 31
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411	168	155	—514
1966 4th quarter	153	105	117·9	+3·8	113·0	133·5	169·8	417	209	24,641	147	164	+141
1967 1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 22
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—121
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 45
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—370
1968 1st quarter	142	117	122·1	+3·0	125·3	139·2	184·8	511	184		203	181	—134
2nd quarter	138*	125*	125·0	+4·5	122·8*	141·3*	185·7	550	180		201	180	
1968 January	143	114	121·6	+2·6	123·3	137·9	184·2	520	183		194	185	
February	143	116	122·2	+3·0	125·7	139·2	184·8	503	185		208	183	
March	142	117	122·6	+3·4	126·8	140·6	185·3	509	184		206	181	
April	142	120*	124·8	+4·4	123·5	141·1	185·5	535	180		203	180	
May	140*	123*	124·9	+4·6	122·0	141·3	185·8	545	181		207	178	
June	138*	125*	125·4	+4·6	122·9*	141·5*	186·0	569	178		193	182	
July			125·5	+5·3	121·7*	141·6*	186·6	580	180		210*	188*	
August								585*	179*				

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and recording of exports.

Index of Industrial Production for June

THE PROVISIONAL Index of production for June 1968, prepared by the Central Statistical Office was 139 (seasonally adjusted). For manufacturing industry alone the figure was 142.

For the three months April to June 1968 it is provisionally estimated that production as a whole was 0.8 per cent higher than in the preceding three months, January to March 1968; for manufacturing industries alone there was an increase of 1.3 per cent.

The average index number for the latest three months and the previous three months shown at the foot of the table gives a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries										
				Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries	General chemicals	Total	Engineering and electrical goods	Ship building and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1962	115·1	95	115·3	112	110	116	129	120	131	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	139	124	141	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	152	135	154	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	159	142	161	133	144	74	129	123
1966	133·4	86	135·6	124	117	137	165	149	167	136	152	74	131	115
1967	133·3	85	134·3	124	118	136	171	146	175	134	153	74	121	110
Unadjusted:														
1967 1st quarter	134	86	134	118	112	128	174	154	177	135	154	75	125	110
2nd quarter	136	90	138	127	118	142	175	149	179	138	156	74	133	110
3rd quarter	124	75	125	124	116	136	163	131	167	121	142	73	102	101
4th quarter	139	91	139	128	123	137	174	149	178	140	161	73	124	119
1968 1st quarter	141	84	142	122	119	127	181	143	186	141	159	72	131	125
2nd quarter (prov.)	140	85	142	126	118	141	184	162	187	141	156	72	135	124
1968 April (prov.)	136	83	138	121	114	132	182	156	186	133	145	72	129	122
May (prov.)	143	92	145	129	122	142	185	159	188	143	160	72	136	127
June (prov.)	140	79	144	129	119	148	186	170	188	146	164	71	140	123
Seasonally adjusted:														
1967 1st quarter	132	86	134	124	116	138	170	154	173	134	153	75	123	108
2nd quarter	133	86	134	123	116	134	171	145	175	134	154	74	122	105
3rd quarter	133	85	133	126	119	138	169	137	174	132	152	74	117	110
4th quarter	136	85	136	125	119	135	175	147	180	135	154	72	123	117
1968 1st quarter	137	84	138	126	120	135	175	144	180	136	154	72	126	119
2nd quarter (prov.)	138	83	140	123	118	133	181	157	185	138	157	72	126	121
1968 February	137	84	138	126	121	135	174	141	179	136	154	72	125	117
March	138	85	140	125	119	136	177	147	182	139	154	72	134	123
April (prov.)	138	83	140	122	118	131	182	149	187	136	155	72	123	122
May (prov.)	138	84	139	123	117	132	179	154	183	138	156	72	126	119
June (prov.)	139	81	142	125	118	137	182	168	185	141	160	71	128	123
Jan.-Mar. (av.)	137	84	138	126	120	135	175	144	180	136	154	72	126	119
April-June (av.) (prov.)	138	83	140	123	118	133	181	157	185	138	157	72	126	121

	Manufacturing industries (continued)													
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
1966	125	125	127	120	117	101	127	151	157	142	121	144	152	139	151
1967	118	117	121	116	114	89	122	155	165	140	124	145	155	145	156
Unadjusted:															
1967 1st quarter	122	122	122	116	113	92	128	150	156	139	112	145	150	138	182
2nd quarter	123	123	124	114	115	93	117	161	171	145	126	149	157	145	145
3rd quarter	106	105	111	109	104	81	121	152	165	133	126	134	144	148	121
4th quarter	120	119	126	122	124	91	123	158	168	143	132	152	168	148	177
1968 1st quarter	124	123	131	128	128	94	131	163	173	146	131	157	168	144	199
2nd quarter (prov.)	127	126	131	123	129	90	117	167	177	150	137	157			146
1968 April (prov.)	126	126	125	121	125	87	118	162	171	149	125	158			161
May (prov.)	130	130	130	125	132	92	117	174	183	160	147	165			153
June (prov.)	126	123	138	124	129	92	117	164	178	141	139	149			125
Seasonally adjusted:															
1967 1st quarter	119	119	119	115	113	90	124	152	160	138	121	143	152	142	154
2nd quarter	118	118	119	114	112	90	119	156	164	143	122	142	151	144	158
3rd quarter	115	114	121	115	112	89	123	157	168	140	125	146	152	147	153
4th quarter	118	117	124	119	118	89	123	157	169	138	128	148	163	148	160
1968 1st quarter	120	120	125	123	125	89	126	162	174	144	139	151	166	146	168
2nd quarter (prov.)	124	123	128	125	129	90	121	164	173	149	136	154			160
1968 Feb.	120	120	123	122	125	88	123	164	175	147	139	153	164		172
Mar.	122	121	127	128	129	90	132	167	181	146	138	150	168		168
April (prov.)	123	123	124	124	130	92	117	163	173	147	134	157			156
May (prov.)	123	123	124	123	126	88	122	165	172	154	142	154			169
June (prov.)	125	123	135	127	132	91	123	163	173	147	131	150			156
Jan.-Mar. (av.)	120	120	125	123	125	89	126	162	174	144	139	151			168
April-June (av.) (prov.)	124	123	128	125	129	90	121	164	173	149	136	154			160

Orders, deliveries, production and exports in the engineering industries in June

THE MINISTRY of Technology reports that first estimates for June show that production rose in the mechanical and electrical engineering industry (Order VI of the Standard Industrial Classification covered by Table 1), making an increase in production of 2 per cent in the second quarter of 1968 compared with the first quarter (column 1). In the wider group of engineering industries, including some vehicles in addition to mechanical and electrical engineering (covered by Tables 2 and 3), the preliminary seasonally adjusted deliveries for June also rose in both export and home markets.

Export deliveries were on a rising trend over recent months, bringing the average for the second quarter up to 6 per cent above that of the first quarter and the first half of this year up 7 per cent above the average for 1967 as a whole. Home deliveries also rose in June making the average for the second quarter 3 per cent higher than that of the first quarter although the average for the first half of this year is only 1 per cent above the average for the whole of 1967.

The influence of the abnormally high orders in March has disappeared from the latest three month moving average of new export orders, creating an apparent reduction of 4 per cent, from

Table 1. Engineering and electrical goods (SIC Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	Exports (4)
		1958 = 100		December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	166	165	168	111
1966	152	149	157	156	156	154	116
1967	153	150	160	146	139	167	113
1966 1st quarter	151	148	158	166	164	169	120
2nd quarter	150	146	157	162	162	163	113
3rd quarter	152	150	157	160	160	160	110
4th quarter	155	153	157	156	156	154	125
1967 1st quarter	153	149	159	151	151	153	123
2nd quarter	154	152	159	150	147	162	123
3rd quarter	152	149	159	148	143	165	103
4th quarter	154	149	162	146	139	167	102
1968 1st quarter	154	147	166	146	137	174	132
2nd quarter	157*	..	..	141*	131*	172*	
1967 May	154	151	158	151	149	159	
June	153	151	159	150	147	162	
July	154	150	160	150	146	161	
August	152	149	159	148	144	163	
September	151	147	158	148	143	165	
October	152	147	159	147	141	166	
November	153	149	162	146	140	166	
December	156	151	164	146	139	167	
1968 January	154	148	166	146	140	168	
February	154	147	165	146	139	168	
March	154	146	169	146	137	174	
April	155*	..	..	146*	137*	174*	
May	156*	..	..	143*	134*	173*	
June	160*	..	..	141*	131*	172*	
Average:							
Latest 3 months shown	157	147	166				
Previous 3 months shown	154	149	162				
Percentage change (5)	+2	—1	+3	—3	—4	—1	

*Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(3) Index of the total value at constant (average 1958) prices of orders held in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.
(5) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

the average of the preceding three months. The current level is still higher than that of the second half of 1967 and the average for the first half of this year is running 6 per cent above the average for the whole of 1967. New home orders in the latest three months show a reduction of 2 per cent from the level of the three preceding months. There is no sign yet of any recovery in orders from the home market with the longer term comparison of the first half of 1968 showing a 1 per cent drop on the second half of 1967. Total new orders for the latest three months are 3 per cent below the average for three preceding months but in the half year were 3 per cent above the average for the whole of 1967.

With deliveries higher than new orders total order books are down by 3 per cent since March and 4 per cent since the end of 1967. Export order books have remained steady for a quarter but are 3 per cent above the level at the year end. On the home side orders on hand have fallen again and are now 6 per cent below their level at the end of 1967 having reached their lowest point since 1963.

Description of the statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another twelve months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net orders series, and in this case the figures shown against the months in Table 3 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against May are the averages of the seasonally adjusted figures for April, May and June.

(Continued on next page)

Table 2. Engineering industries (Order VI and part Order VIII) (1) Unadjusted Index numbers of the volumes of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1966	152	143	150	152	142	148	154	145	156
1967	141	144	151	134	141	152	162	155	150
9166 1st quarter	164	157	154	162	158	153	170	153	158
2nd quarter	161	138	147	161	142	146	163	129	148
3rd quarter	159	135	141	158	132	140	161	142	145
4th quarter	152	142	159	152	136	154	154	156	173
1967 1st quarter	149	144	152	149	142	149	151	150	158
2nd quarter	148	151	154	145	145	155	157	167	151
3rd quarter	146	137	141	141	134	143	163	148	135
4th quarter	141	146	159	134	143	161	162	153	154
1968 1st quarter	142	162	158	134	156	156	168	177	164
2nd quarter*	138	145	155	129	140	154	166	156	159
1967 April	148	150	155	148	151	154	149	149	158
May	149	156	151	147	142	152	156	194	148
June	148	146	156	145	142	159	157	158	147
July	147	141	146	144	145	149	156	129	137
August	147	122	123	143	112	123	160	152	123
September	146	149	153	141	145	156	163	162	146
October	145	140	148	139	142	155	164	137	126
November	144	145	156	137	145	160	164	147	146
December	141	152	173	134	143	167	162	176	191
1968 January	142	152	142	135	153	143	163	147	140
February	143	159	156	136	157	153	163	162	166
March	142	175	176	134	159	173	168	221	185
April*	142	143	146	134	143	143	166	143	154
May*	140	146	159	131	138	159	167	169	161
June*	138	144	161	129	140	161	166	157	164

*Provisional.
(1) See footnotes (1) and (2) to Table 3.
(2) Adjusted to allow for difference in the length of calendar months, but not for regularly recurring seasonal movements.

ENGINEERING INDUSTRIES IN JUNE, *continued*

Table 3. Engineering industries (Order VI and part Order VIII) (1) Seasonally adjusted Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	163	145	143	171	146	142
1966	154	143	150	154	142	148	154	145	156
1967	143	144	151	137	141	152	162	155	150
1966 1st quarter	164	145	148	162	144	147	170	149	150
2nd quarter	161	140	149	160	142	147	164	136	152
3rd quarter	158	144	152	158	143	150	161	148	157
4th quarter	154	141	153	154	139	149	154	147	164
1967 1st quarter	149	138	151	148	134	149	151	149	156
2nd quarter	148	147	151	144	141	151	158	167	150
3rd quarter	146	146	151	140	143	153	162	162	146
4th quarter	143	146	153	137	146	155	162	146	146
1968 1st quarter	142	151	152	134	144	151	168	170	156
2nd quarter*	138	147	158	131	141	155	167	162	164
1967 May	148	147	152	146	141	153	156	167	153
June	148	148	149	144	141	150	158	168	146
July	147	145	152	143	140	154	158	158	147
August	146	146	149	141	143	151	161	156	144
September	146	143	151	140	141	153	162	147	147
October	145	143	145	139	144	152	162	140	123
November	144	146	150	138	146	154	162	146	139
December	143	150	162	137	149	158	162	152	177
1968 January	143	151	146	137	149	148	162	158	142
February	143	151	153	136	144	152	162	170	156
March	142	153	157	134	145	153	168	174	168
April*	142	148	156	134	139	154	167	176	162
May*	140	147	154	131	141	152	167	162	159
June*	138	..	163	128	..	160	167	..	171
Average:									
Latest 3 months	138	147	158	131	141	155	167	162	164
Precious 3 months	142	151	152	134	144	151	168	170	156
Percentage change (4)	—3	—3	+4	—4	—2	+3	Nil	—4	+6

*Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors. (Part S.I.C. Order VIII.)
(2) At constant (average 1958) prices.
(3) The figurrs shown against the months are three month centred moving averages.
(4) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

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Training in the knitting, lace and net industries

THE KNITTING, Lace and Net Industry Training Board is giving special attention to the training of managers and supervisors according to its annual report* published on August 20. In particular it wishes to encourage in-company activity designed to improve performance.

A survey of training needs is being conducted, and a series of two-day conferences on planned systematic training has been well supported and will be continued.

*Annual Report of the Knitting, Lace and Net Industry Training Board, H.C.340, HMSO, price 2s. net.

Car and commercial vehicle production in July

THE MINISTRY of Technology have announced that in the four weeks ending July 27, the average recorded rate of car production was 27,038 a week, 14 per cent more than in the comparable period last year. Commercial vehicle production averaged 6,309 units a week, a fall of 5 per cent on July 1967. In both years, output of cars and commercial vehicles was affected by annual shutdowns.

On a seasonally-adjusted basis, car production is estimated to have been 9 per cent higher in July than in June, with most of the increase accounted for by higher production for the home market. Despite this rise, total production in the three months May-July is estimated to have been a little lower (2 per cent) than in the preceding three months. This was the result of a rise of 3 per cent in production for export, accompanied by a fall of 5 per cent in production for the home market.

On a similar seasonally-adjusted basis, commercial vehicle production is estimated to have been 6 per cent higher in July than in June. Nevertheless, in the three months May-July total production is estimated to have been 7 per cent lower than in the preceding three months. This was the result of a fall of 8 per cent in production for export and 6 per cent in production for the home market.

Statistical inquiries to Statistics Branch, Ministry of Technology, Kingsgate House, Victoria Street, London, S.W.1 (Tel. 01-828 1288, Ext. 7131).

Table 1. Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of difference in timing and coverage.

	No. of weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		For Home market	For Export	Totals	Weekly average	For Home Market	For Export	Totals	Weekly average
1963	52	958,766	649,173	1,607,939	30,922	238,876	164,905	403,781	7,765
1964	53	1,161,886	705,754	1,867,640	35,238	285,332	179,404	464,736	8,769
1965	52	1,069,374	652,671	1,722,045	33,116	280,976	174,240	455,216	8,754
1966	52	978,684	624,955	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1966 1st quarter	13	294,287	168,174	462,461	35,574	75,662	44,718	120,380	9,260
2nd quarter	13	309,350	174,797	484,147	37,242	76,266	47,362	123,628	9,510
3rd quarter	13	206,248	127,895	334,143	25,703	56,128	40,758	96,886	7,453
4th quarter	13	168,799	154,129	322,928	24,841	52,558	45,223	97,781	7,522
1967 1st quarter	13	228,687	158,877	387,564	29,813	54,850	40,382	95,232	7,326
2nd quarter	13	281,652	164,885	446,537	34,349	66,929	37,286	104,215	8,016
3rd quarter	13	210,178	105,224	315,402	24,262	56,011	27,319	83,330	6,410
4th quarter	13	267,756	134,754	402,510	30,962	67,902	34,427	102,329	7,871
1968 1st quarter	13	269,925	197,630	467,555	35,966	67,055	37,221	104,276	8,021
2nd quarter	13	258,793	221,040	479,833	36,910	66,754	37,711	104,465	8,036
1967 May	4	87,113	50,453	137,566	34,566	19,980	11,405	31,385	7,846
June	5	105,588	61,197	166,785	33,357	26,814	13,367	40,181	8,036
July	4	63,245	31,344	94,589	23,647	17,018	9,625	26,643	6,661
1968 May	4	83,620	68,899	152,519	38,130	21,493	12,275	33,768	8,442
June	5	93,930	88,056	181,986	36,397	25,051	14,036	39,087	7,817
July	4	59,255	48,896	108,151	27,038	16,287	8,948	25,235	6,309

Table 2. Production – seasonally adjusted

Monthly averages — Thousands

	Passenger Cars			Commercial Vehicles		
	For Home Market	For Export	Total	For Home Market	For Export	Total
1963	79·9	54·1	134·0	19·9	13·7	33·6
1964	96·8	58·8	155·6	23·8	15·0	38·7
1965	89·1	54·4	143·5	23·4	14·5	37·9
1966	81·6	52·1	133·6	21·7	14·8	36·6
1967	82·4	47·0	129·3	20·5	11·6	32·1
1966 1st quarter	91·5	52·4	143·9	24·1	14·6	38·7
2nd quarter	89·3	53·7	143·0	23·0	14·9	38·0
3rd quarter	85·7	51·7	137·4	22·0	15·7	37·7
4th quarter	59·7	50·7	110·3	17·7	14·1	31·8
1967 1st quarter	71·1	50·7	121·8	17·8	13·5	31·3
2nd quarter	78·7	49·3	127·9	19·5	11·7	31·2
3rd quarter	85·9	44·2	130·1	21·8	10·6	32·4
4th quarter	93·8	43·8	137·6	22·8	10·7	33·5
1968 1st quarter	83·4	60·0	143·3	21·3	12·0	33·4
2nd quarter	74·9	66·5	141·4	20·1	12·0	32·1
1967 July	86·5	45·2	131·6	22·0	11·2	33·2
August	88·9	46·7	135·6	22·1	11·1	33·2
September	82·4	40·6	123·0	21·2	9·5	30·8
October	91·5	38·4	123·0	23·4	10·5	33·9
November	94·3	44·8	139·1	22·4	11·1	33·5
December	95·4	48·2	143·6	22·4	10·5	33·0
1968 January	87·2	43·6	130·8	20·0	10·2	30·2
February	80·7	60·8	141·5	20·9	12·1	33·0
March	82·2	75·5	157·7	23·1	13·9	37·0
April	78·3	63·9	142·2	20·6	12·4	33·0
May	75·4	66·3	141·7	20·3	12·0	32·3
June	71·0	69·2	140·2	19·3	11·7	31·0
July	81·9	70·2	152·1	21·1	11·6	32·8
Average of: Feb. to April 1968	80·4	66·7	147·1	21·5	12·8	34·3
May to July, 1968	76·1	68·6	144·7	20·2	11·8	32·0
Percentage change	—5	+3	—2	—6	—8	—7

Index of retail prices for July

THE DEPARTMENT of Employment and Productivity announce that at July 16, 1968, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 125.5 compared with 125.4 at June 18.

Census of Production for 1963

THE FOLLOWING parts of the Report on the Census of Production for 1963 are now available:

Part 6 – Salt and miscellaneous non-metalliferous mining and quarrying (price 3s. or, including postage, 3s. 5d.).

Part 29 – Toilet preparations (price 3s. 6d. or, including postage, 3s. 11d.).

Part 30 – Explosives and fireworks (price 3s. or, including postage, 3s. 5d.).

Part 46 – Contractors' plant and quarrying machinery (price 3s. 6d. or including postage 3s. 11d.).

Part 73 – Jewellery, plate and refining of precious metals (price 3s. 6d. or including postage 3s. 11d.).

Part 81 – Hosiery and other knitted goods (price 3s. 6d. or, including postage, 3s. 11d.).

Part 101 – Footwear (price 3s. 6d. or, including postage, 3s. 11d.).

Part 119 – Rubber (price 4s. or, including postage, 4s. 5d.).

Copies can be obtained from HMSO, High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964, during the week ended Friday, August 23, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Cathedral in a Village	Br/E 33465	25	August 19	Data Film Distributors Ltd.	National Coal Board.
Ghost of a Chance	Br/E 33466	51	August 19	Children's Film Foundation Ltd.	Fanfare Films Ltd., for Children's Film Foundation Ltd.
The Great Pony Raid	Br/E 33467	58	August 19	" " "	Associated British-Pathe Ltd., for Children's Foundation, Ltd.
Look at Life, Series 37: *Coming of Age*	Br/E 33469	10	August 21	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Nobody Runs Forever	Br/E 33470	101	August 22	" "	The Rank Organisation Film Productions Ltd.
Don't Raise the Bridge, Lower the River	Br/E 33471	100	August 22	Columbia Pictures Corp. Ltd.	Walter Shenson Films Ltd.
Strip Poker	Br/E 33486	68	August 23	Miracle Films Ltd.	Pete Walker Film Productions Ltd.
The Strange Affair	Br/E 33487	106	August 23	Paramount Pictures (U.K.) Ltd.	Paramount Pictures (U.K.) Ltd.
Movietone News 2045	Br/E 33345	9	August 23	Twentieth-Century-Fox Film Co., Ltd.	British Movietonews Ltd.
Movietone News 2045A	Br/E 33346	8	August 23	" "	" "
Pathe News 68-67	Br/E 33397	7	August 23	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-68	Br/E 33398	7	August 23	" "	" "
			FOREIGN		
Swan Lake	F 33464	104	August 19	Warner-Pathe Distributors Ltd.	Neue Thalia-Film, G.m.b.H., Vienna.
The Cool Ones	F 33468	96	August 21	" "	Warner Bros., Seven Arts Inc.
The Battle for Anzio	F 33472	118	August 22	Columbia Pictures Corp. Ltd.	Dino de Laurentiis Cinematografica, Rome.
An Angel for Satan	F 33473	93	August 22	Gala Film Distributors Ltd.	La Discobolo Film Produzionne, Rome.
Agent 505	F 33474	93	August 22	" "	Metheus Film, Rome and Rapid Film, Monaco.
Operation Y	F 33475	95	August 22	" "	Dorica Film – Euro International Film, Rome and Atlantida Film S.A., Madrid.
Fort Yuma Gold.	F 33476	100	August 22	" "	Fida Cinematografica, Rome, Productions J. Roitfield, Paris and Epoca Film, Madrid.
The Man Called Gringo	F 33477	86	August 22	" "	International Germania Film, Cologne and Petruka Films Procusa, Madrid.
Kiss Kiss, Kill Kill	F 33478	87	August 22	" "	Metheus Film, Rome and Panaas Film, Monaco
Mutiny in the South Seas	F 33479	87	August 22	" "	Metheus Film, Rome and S.N.C. Film, Paris.
Serenade for Two Spies	F 33480	78	August 22	" "	Metheus Film, Rome, Modern Art Film, Berlin, Compagnie Lyonnaise de Cinema, Paris and Cassar Film, Lebanon.
Captain from Toledo	F 33481	86	August 22	" "	Italcine T.V., Rome and Petruka Films Procusa, Madrid.
Black Eagle of Santa Fe	F 33482	85	August 22	" "	Metheus Film, Rome, Constantin, Munich, Rapid Film, Monaco and S.N.C. Film, Paris.
Massacre at Marble City	F 33483	86	August 22	" "	Metheus Film, Rome, Constatin, Munich Rapid Film, Monaco and S.N.C. Film, Paris.
The Last Tomahawk	F 33484	89	August 22	" "	Producciones Cineproduzioni Associate Rome, Cinematograficas, Balcazar, Barcelona and International Germania Film, Cologne.
The Sweet Sins of Sexy Susan	F 33485	78	August 23	Miracle Films Ltd.	Neue Delta Films, Vienna, and A.I.C.O., Films, S.r.l. Rome.

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the four weeks ended July 27, 1968:

Distributors' earnings submitted:		
High cost films	£320,713	
Low cost films:		
Eligible (after multiplying by 2½)	£4,845	
Not eligible for 2½ times rental	£22,352	
		£347,910
Films of less than 3,000 ft. (after multiplying by 2½)		£37,664
		£385,574

Levy collections paid to Agency by HM Customs and Excise to August 5, 1968, together with an estimate of collections approximately covering entertainments for four weeks ended July 27, 1968 £267,100

The ninth interim allocation for the eleventh distribution period will be at the rate of 53 per cent.

Business monitor publications

THE FOLLOWING titles and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production series:

Monthly at £1 a year, post free:
Tools and Implements for May 1968
Paper and Paper making Materials for June 1968
Paper and Film Bags for June 1968.
Boxes, Cartons and Fibreboard Cases for June 1968.

Quarterly at 7s. 6d. a year, post free:
Industrial Trucks and Tractors for January-March 1968
Synthetic Resins and Plastics Materials for January-March 1968
Safety Razor Sets and Blades for April-June 1968.
Photographic Equipment for January-March 1968.

Civil aviation series:

Monthly at £1 a year, post free:
Airport Activity for May 1968
Air Passengers for May 1968
Air Freight and Mail for May 1968
Airlines (Monthly) for May 1968.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1, or 423 Oxford Street, W1

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in June was 3 per cent higher than the previous year, compared with increases of 8 per cent and 7 per cent in April and May respectively.

Sales by foods shop showed an increase of 3 per cent on a year earlier, while clothing and footwear shops, and durable goods shops showed increases of 3 per cent and 19 per cent respectively on a year earlier. Miscellaneous non-food shops showed a decrease of 3 per cent on a year earlier.

The total value of retail sales for the second quarter of 1968 was 6 per cent higher than the corresponding quarter of 1967, but this was 1 per cent lower than the increase for the first quarter of this year.

Further details may be had an application to Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 215).

Index numbers of value of sales per week (1965=100) and percentage changes compared with a year earlier

	All kinds of business		Food shops		Non-food shops: Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
		%		%		%		%		%		%		%
1966 Year	102		106		99		98		98		102		92	
1967 Year	103	+1	109	+ 3	100	+1	95	— 3	99	+ 1	103	+ 2	94	+ 3
1967 2nd quarter	103	+3	111	+ 3	98	+2	94	— 6	95	— 6	104	+10	88	— 4
3rd quarter	102	Nil	107	+ 3	98	—1	90	— 5	97	— 2	106	Nil	86	+ 2
4th quarter	110	+1	111	+ 1	108	+2	110	— 1	111	+11	104	Nil	118	+ 5
1968 1st quarter	106	+7	114	+ 6	101	+8	94	+ 7	109	+17	106	+ 6	92	+ 6
2nd quarter	109	+6	119	+ 7	103	+5	97	+ 3	107	+13	107	+ 3	96	+ 9
1967 June	101	+2	112	+ 7	94	Nil	99	— 3	88	—12	97	+ 4	82	+ 1
July	104	Nil	106	+ 2	102	—1	96	— 7	93	— 7	110	+ 3	89	+ 1
August	105	+3	110	+ 4	102	+3	91	— 1	101	+ 2	111	+ 5	88	+ 3
September	96	—3	106	+ 2	91	—6	84	— 7	97	Nil	95	— 9	80	+ 2
October	102	Nil	105	— 1	101	Nil	99	— 1	110	+10	100	— 1	97	Nil
November	103	+2	111	+ 3	99	+2	101	— 1	104	+ 7	98	+ 2	96	Nil
December	123	+2	118	Nil	126	+3	131	Nil	119	+15	116	— 1	160	+12
1968 January	106	+6	110	+ 6	104	+6	106	+ 6	119	+21	102	+ 3	91	+ 7
February	107	+7	115	+ 5	101	+9	89	+10	104	+ 8	110	+ 9	86	+ 7
March	105	+7	115	+ 6	99	+8	85	+ 5	104	+24	105	+ 6	98	+ 6
April	110	+8	120	+11	104	+5	93	+ 5	110	+ 7	109	+ 7	100	Nil
May	113	+7	121	+ 6	109	+7	97	+ 3	107	+14	118	+ 4	97	+19
June	103	+3	115	+ 3	97	+3	101	+ 3	105	+19	94	— 3	91	+11

New companies registered in Northern Ireland

IN THE month of July 1968 22 private companies with a total nominal capital of £201,000 were registered in Northern Ireland.

During the period January-July 1968 186 companies with a total nominal capital of almost £3,054,000 were registered as compared with 155 companies with a total nominal capital of almost £1,171,000 registered in the same period of 1967.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (Leeds 38232 - Telex Econ Plan 55472 - message to be prefixed For COI)

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (Waterloo 2345 – Telex 22737/8)

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading. (Reading 55621 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, BS1 2NE (Bristol 21071 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15. (Birmingham Mid 8191 - Telex 33376)

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Deansgate 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C3. (Central 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 - Telex 49327).

The Board of Trade

1 Victoria Street, London, S.W.1 **(Telephone: 01-222 7877; T.A.: 'Advantage, London SW1'.) (Telex No. 25955. Answer Back BOTHQ LONDON)**

Secretariat – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Accidents Investigation Branch – Shell Mex House, Strand, London, W.C.2. (01-836 1207; Telex 22119.) T.A.: Civilair, London W.C.2.)

Accountants Division – Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex 886143.)

Accountancy Services (Civil Aviation) Division – The Adelphi, John Adam Street, London, W.C.2. (01-836 1207; Telex 22110; T.A.: Civilair, London WC2.')

Aeronautical Information Service – Tolcarne Drive, Pinner, Middlesex. (01-866 8781. Telex 22807. Answer back EGGN Pinner, T.A. Notoff). Aeronautical Fixed Services call sign EGGNYO.

Air Transport Licensing Board – Gaywood House, Gt. Peter Street, London, S.W.1. (01-222 7231.)

Bankruptcy Department:
Headquarters: Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex 886143.)
Official Receiver (High Court): Victory House, Kingsway, London, W.C.2. (01-405 7641; T.A.: 'Official Receiver, London'.)

Board of Trade Advisory Committee – 2 Bunhill Row, London, E.C.1. (01-606 4071; Telex 886143.)

'Board of Trade Journal' – 1 Victoria Street, London, S.W.1. (01-222 7877, Ext. 2654; Telex 25955.)

British Weeks and Store Promotions Directorate – Kingsgate House, Victoria Street, London, S.W.1. (01-222 7877; T.A. 'Advantage, London SW1'; Telex 25955.)

Census Office – Lime Grove, Eastcote, Ruislip, Middlesex. (01-866 8771/0.)

Civil Aviation Divisions 1, 2 and 4 – Shell Mex House, Strand, London, W.C.2. (01-836 1207; Telex 22119; T.A.: 'Civilair, London WC2'.)
Division 3 – The Adelphi, John Adam Street, London, W.C.2. (01-836 1207; Telex 22110; T.A.: 'Civilair, London WC2'.)

Commercial Relations and Exports Divisions – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955; T.A.: 'Advantage, London SW1'.)

Companies Inspection and Liquidation Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex 886143.)

Companies Registration Office – Companies House, 55/71 City Road, London, E.C.1. (01-253 9393.)

Companies (Winding-up) Department – Inveresk House, 346 Strand, London, W.C.2. (01-836 7733.)

Controllerate of National Air Traffic Control Services – The Adelphi, John Adam Street, London, W.C.2. (01-836 1207; Telex 22110; T.A.: 'Civilair, London WC2'.)

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Economic Services Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Enemy Property Branch – 2 Bunhill Row, London, E.C.1. (01-606 4071.)

Establishment Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Export Licensing Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex 886143.)

Export Policy and Promotion Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955; T.A.: 'Advantage, London SW1'.)

Export Services Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex: 886143; T.A.: 'Exserbra, London, EC4'.)

Export Service Bulletin Section – Room H.24, Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757 Ext. 7058, Telex 886143; T.A.: 'Exserbra, London, EC4'.)

Films Branch – Broadway Buildings, 54 Broadway, London, S.W.1. (01-222 7877; Telex 25955.)

Finance Division – Norman Shaw North Building, Victoria Embankment, London, S.W.1. (01-930 4349; Telex: 25955.)

Import Licensing Branch – Broadway Buildings, 54 Broadway, London, S.W.1. (01-222 7877; Telex 25955; T.A.: 'Explic, London, SW1'.)

Industries Divisions 1 and 2 – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Information Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Insurance and Companies Department – Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (01-222 7877; Telex 25955.)

Investment Grants Division – Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (01-222 7877; Telex 25955.)

Jute Control – Kandahar House, 71 Meadowside, Dundee. (Telephone: 0382 24953.)

Marine Division – Surrey House, 20 Lavington Street, London, S.E.1. (01-928 7999; Telex 25955; T.A.: 'Advantage, London SW1'); Marine Navigational Aids: 2 Bunhill Row, London, E.C.1. (01-606 4071; Telex 886143; T.A.: 'Advantage, London SW1'.)

Parliamentary Branch – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Patent Office and Industrial Property and Copyright Department – 25 Southampton Buildings, Chancery Lane, London, W.C.2. (01-405 8721; T.A.: 'Patoff, London, W.C2'.) 51 Regent House, Cannon Street, Manchester, 4. (061 BLA 3759.)

Registry of Business Names – Companies House, 55/71 City Road, London, E.C.1. (01-253 9393.)

Shipping Policy Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Solicitors Department – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Standard Weights and Measures Department – 26 Chapter Street, London, S.W.1. (01-834 7032.)

Statistics Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Tariff Division – Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1. (01-222 7877; Telex 25955.)

Tariff Division – Duty Remission Branch, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (01-222 7877; Telex 25955.)

Trade Fairs Branch – Broadway Buildings, 54 Broadway, London, S.W.1. (01-222 7877; Telex 25955.)

Exhibitions and Fairs

Mr. Dell to visit British promotions in North America

MR. EDMUND DELL, Minister of State, Board of Trade, will visit the British promotions at Macy's, New York, and the British Shopping Week at Regina, Saskatchewan, in September.

The Macy's 'Best of Britain' store promotion, which takes place from September 3-21, will be officially opened by Lord Mountbatten, and is one of the largest events of this kind ever sponsored by the Board of Trade, and the first one-country promotion undertaken by the store since 1931. It will be centred on three leading Macy's stores in New York, Albany (New York State) and New Haven (Connecticut), where the products of a very large number of British suppliers will be on sale in every department. Eleven other Macy's stores in the New York area are also participating. The whole project is backed by a massive advertising campaign directed by Macy's, and by a wide variety of special events that will include Scottish, Welsh and Northern Irish displays as well as a series of displays covering all facets of modern life in Britain.

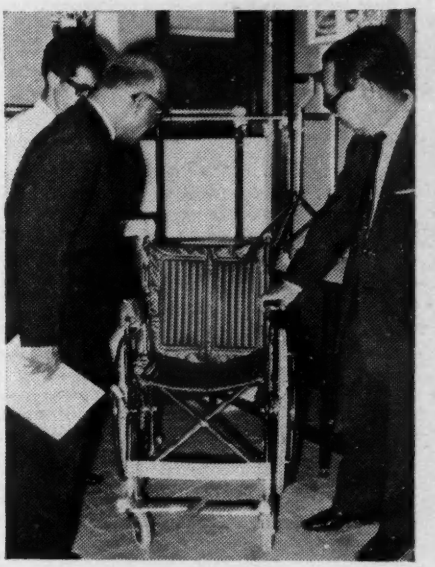
Mr. Dell will address the British American Chamber of Commerce at the Plaza Hotel on September 3, after which he will attend the opening reception for Macy's promotion. On September 5, he will open the New Haven promotion.

The Minister will fly to Regina on Friday, September 6, for a visit to the British Shopping Week. Mr. Dell will also visit an industrial exhibition and a trade seminar, which are being held during the Shopping Week. It is estimated that some 40 British manufacturers of industrial goods will be represented at the exhibition and the trade seminar will give British firms an opportunity to discuss prospects for trade between the United Kingdom and Saskatchewan. A trade mission to Saskatchewan and Manitoba is taking place from September 3-17 and will be in Regina at the time of the other trade promotions.

Macy's New York is reputed to be the largest store in the world. It is part of a chain of 50 stores which, with Macy's associated company the May Department Stores (100 stores), covers the whole of the United States. The group has an annual turnover of approximately 800 million dollars.

The Shopping Week at Regina is organized by the Board of Trade in conjunction with the BNEC's Canada Committee, the British Government Office, and the Government of Saskatchewan, and by the Regina Chamber of Commerce. The Board of Trade has been instrumental in arranging many of the supporting features, and has also provided large quantities of display material.

The Board of Trade are providing joint venture terms to assist British firms to participate in the industrial exhibition which is being organized by the Saskatchewan Government. The trade seminar is being organized and financed by the Saskatchewan Government, and the trade mission is being sponsored by the Canadian Committee of BNEC.



Dr. Lim Swee Aun, Malaysian Minister of Commerce and Industry (right), shows keen interest in a new type of invalid chair exhibited by Zimmer Orthopaedic Ltd. in the British section of the International Medical Exhibition, Kuala Lumpur. On the left is Dr. Danaraj, the Dean of the Faculty of Medicine, University of Malaya.

British medical equipment at Kuala Lumpur

A report from the British High Commission, Kuala Lumpur

MEDICAL MEN from Malaysia and a number of other Asian countries availed themselves of an opportunity to examine the latest advances in surgical equipment and techniques at the International Medical Exhibition held in Kuala Lumpur from August 5-9. The first of its kind to be devoted to equipment rather than to pharmaceuticals (although in the event a few pharmaceuticals manufacturers also were represented), it was held at the Faculty of Medicine of the University of Malaya in conjunction with the official opening of the University's Teaching Hospital, its aims, as described by the organizers, being both commercial and informative. The long-term educational aspects could hardly be forgotten, as the steady stream of visitors included a high proportion of students from the Faculty and nursing staff from the adjacent hospital. Further point was given to this side of the exhibition by the presence of 50 doctors and professors from Britain, United States, Australia, and a number of countries in Asia, Africa and the Americas, attending a conference on medical education held currently in the University.

The exhibition comprised two national areas, British and Australian, and 15 smaller sections occupied by local firms, almost all of which were representing foreign principals. Fourteen firms shared the British area, self-contained in one room and covering 1,750 sq. ft., in a joint venture scheme organized by the London Chamber of Commerce and the Board of Trade. British exhibits to be seen ranged from such sophisticated machines as analytical equipment for the pathological laboratory (capable of analysing up to 360 samples per hour, with an automatic print-out of results) and an 'automatic nurse', which can measure and record all vital factors (heart-beat, blood-pressure, electrocardiograph readings, etc.); through hearing aids, diagnostic optical equipment and surgical instruments of tungsten carbide; to sutures, disposable items of latex and plastic, orthopaedic equipment and sterilizers. Outside the joint venture area, British equipment was also displayed on the stands of several of the local agents, while the section devoted to medical books was to a considerable extent dominated by the works of British publishers.

The exhibition was formally opened on August 6 by the Malaysian Minister of Commerce and Industry, Dr. Lim Swee Aun, with a speech on the theme, 'Science Marches On'. Escorted by the British High Commissioner, Sir Michael Walker, Dr. Lim later toured the British section, where he took particular interest in discussing with exhibitors the equipment on show, his medical training of 30 years earlier and his more recent experience as Minister of Health enabling him to display in his keen questioning an unusually wide knowledge of the subject.

The value of such an exhibition can hardly be judged by the sales achieved during the few days of its duration, and indeed most of the participating British firms regarded the occasion rather as an opportunity for establishing or renewing contacts in the market with longer term prospects in mind – one or two of the exhibitors, however, were pleased to report that they had received an unexpectedly satisfactory number of firm orders before the week was out. All, whether or not the venture had produced immediate results for them, were of the opinion that it had been worthwhile putting their wares on view, particularly since the appropriate setting of the display had ensured the attendance of the people they most wanted to meet: hospital authorities, doctors, surgeons and specialists of today and, equally important, of tomorrow.

Brno International Trade Fair

THE BRNO International Trade Fair is to take place next month as scheduled. See note on page 586.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list was given on page 346 of August 2 issue.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

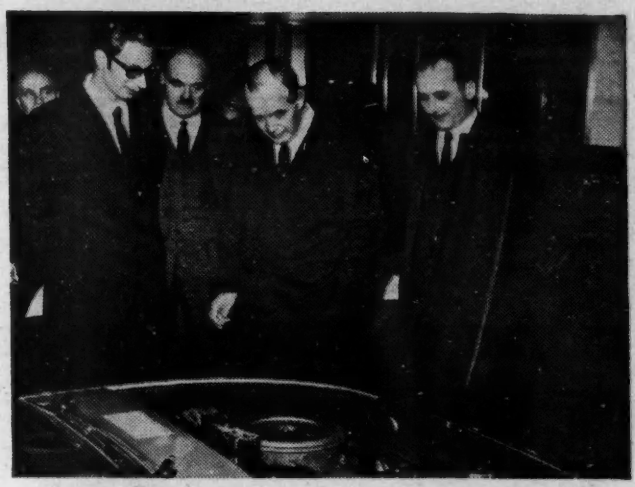
The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

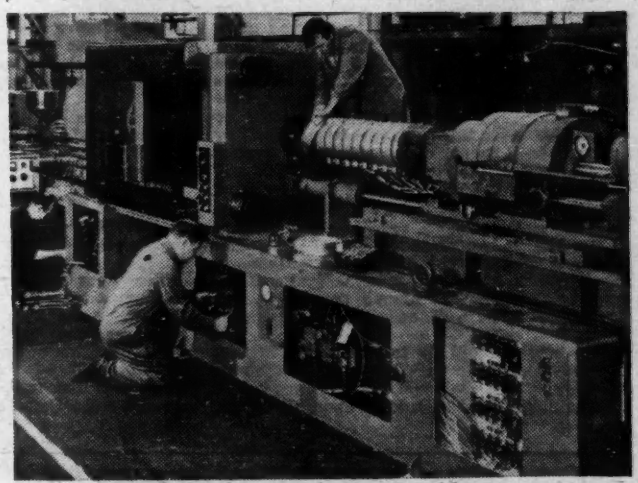
Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Visit Korea and see
THE WORLD'S NEWEST SUPPLIERS
AT
KOREA TRADE FAIR
SEOUL, KOREA
SEPT. 9th - OCT 20th, 1968
Korean and International Pavilions' Exhibits will include:-
All kinds of fabrics, sweaters, food, agriculture and marine products, machinery, electrical apparatus, building materials, metal goods, transportation equipment, cigarettes and beverages, plastic goods, rubber and leather goods, ceramics, medicines, handicrafts, stationery and sporting goods, musical instruments and miscellaneous articles.
KOTRA
For further details apply
KOREA TRADE PROMOTION CORPORATION
Triumph House, 189 Regent Street, London, W.1.
Tel.: 01-734 6909



Seen at the Italian Industrial Design Exhibition, held at the Italian Trade Centre from July 16-26, are (from left to right): Signor Elio Zagato, Signor Enzo Maigeri (Commercial Minister to the Italian Embassy), His Excellency the Italian Ambassador Signor Gastone Guidotti, and Signor A. Giaroli, United Kingdom delegate, Italian Institute for Foreign Trade. They are examining the 'Zagato' prototype with Fiat 125 engine.



Engineers working on the new 'Bipel' 400/160, a 400-ton/32-oz. capacity plastics injection machine, the largest horizontal machine yet made by BIP Engineering Ltd. (a Turner & Newall company). Due for shipment soon to the United States, it will be shown for the first time at the 12th National Plastics Exposition, Chicago (November 18-22).

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Design development exhibition for the textile industry

THE ROYAL College of Art and Courtaulds Limited are presenting an exhibition of Design Development for the Textile Industry in the Royal College of Art Galleries, Kensington Gore, London, SW7, between November 19 and November 29.

The students of the School of Textile Design at the Royal College have selected several technically varied subjects and within these areas have developed new design ideas. Courtaulds have supplied many of the fibres, yarns and fabrics and have also helped with technical advice and assistance. The exhibition will also illustrate areas of collaboration between designer, technologist and manufacturer, and emphasize the need for even closer links between art and industry.

Exhibition and conference on freight transport and handling

ALL ASPECTS of international freight transport and handling will be covered at Ports & Terminals '69 International Freighting Exhibition and Conference, to be staged at Belle Vue, Manchester, from April 14 to 18. It is organized by Maclean-Hunter Ltd., publishers of *Ports & Terminals – International Freighting*.

Stand space has already been booked by more than 70 companies and organizations from the United Kingdom and overseas. They include sea, air, road and rail transport operators, ports, airports, forwarding agents and the manufacturers of containers and handling equipment.

The Conference will be chaired by Sir Alexander Glen, past chairman of the Export Council for Europe, and chairman of H. Clarkson and Co., the London transport group.

Export success for Paraphernalia '68

A HIGH PERCENTAGE of orders taken at Paraphernalia '68, the London International Gift-Trade Fair which closed at Olympia on August 8, were export orders and inquiries, report the organizers. More than £70,000 worth of reported orders and inquiries at the fair were from export buyers visiting the exhibition from countries including the United States, Japan, Canada, South Africa, Australia, Denmark, France, Switzerland, Greece, Portugal and Bermuda. Total attendance of trade visitors for the four days of the show was 4,480. Admission was restricted to the trade.

By the the end of the show exhibitors had made firm bookings totalling just over 30,000 square feet – the entire area of this year's exhibition. As a result of this, the organizers have announced a planned extension of next year's exhibition area by 20,000 square feet – to make a total available area of 50,000 sq. ft.

The Board of Trade participated in Paraphernalia '68 with a stand devoted to the theme of 'Call Export Intelligence'.

The event was organized by The London International Gift Trade Association.

£10 million worth of orders taken at Soviet exhibition

ORDERS WORTH £10 million were taken during the Soviet Trade and Industrial Exhibition at Earls Court, London, which ended on August 24. These were the result of 66 contracts signed since the exhibition began on August 6.

Around 170,000 visitors attended the exhibition, which was sponsored by the Association of British Chambers of Commerce and the Russo-British Chamber of Commerce, and organized by the USSR Chamber of Commerce with the assistance of Industrial and Trade Fairs Ltd.

Store promotions of British goods in South Africa

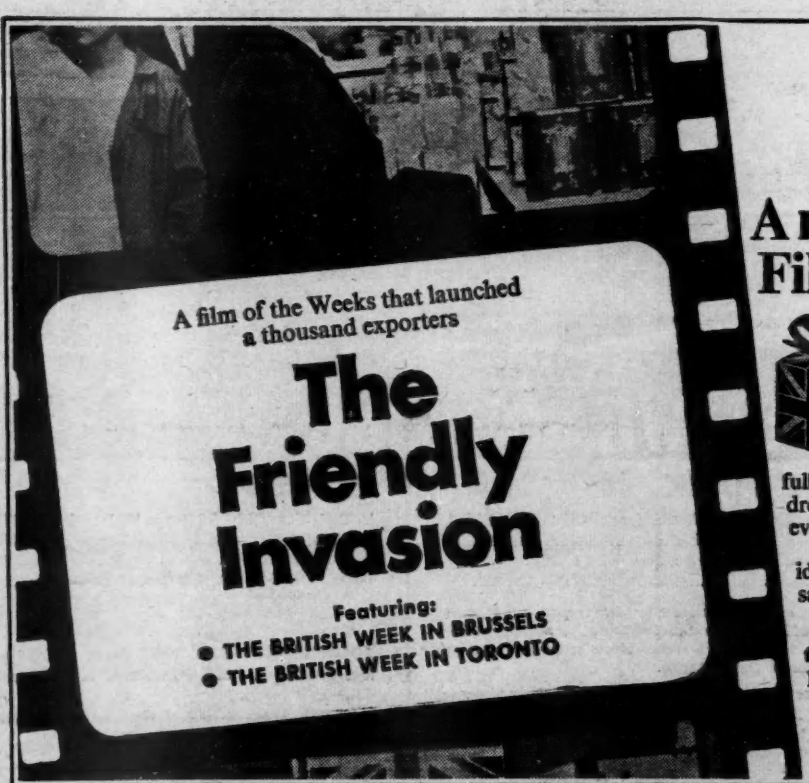
GREATERMAN STORES LTD. of South Africa will be staging promotions of British consumer goods in four of their stores in South Africa during April 1969. They have invited British manufacturers and exporters who may be interested to contact their group's London buying house for further information. Merchandise should come into the following categories:

- Piece-goods
- Manchester and napery*
- Soft furnishings
- Knitting yarns
- Fancy hosiery
- Jewellery
- Fashion accessories, including gloves, belts, handbags, millinery, scarves
- Toys
- Ladies' lingerie and foundation garments
- Ladies' fashions, including sportswear and outerwear
- Girls', boys' and infants' wear
- Men's wear, including outerwear and accessories
- Household goods: crockery, glassware, cutlery, kitchen gadgets and utensils, electrical appliances.
- Fancy goods, fancy glassware, novelties, etc.
- Foods, including canned goods, sweets, biscuits, etc.

The London buying house for the group is: Greatermans Associates Ltd., 35/37 Chiswell Street, London, E.C.1 (Tel. 01-606 3781).

Further particulars about the promotions may be obtained from Mr. R. A. Hillier, British Weeks and Store Promotions Directorate, Kingsgate House, 66/74 Victoria Street, London, S.W.1 (Tel. 01-828 1288, Ext. 7240).

* Cotton and linen goods.


A film of the Weeks that launched a thousand exporters
The Friendly Invasion
Featuring:
● THE BRITISH WEEK IN BRUSSELS
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A new Board of Trade Film for all Exporters

'The Friendly Invasion', produced for the Board of Trade by the Central Office of Information, is a 12-minute film made at the Brussels and Toronto British Weeks last autumn. It is in full colour and shows how the products of hundreds of British firms were sold to the public from every suitable shop in these two cities.

It also explains how British Weeks can be the ideal way for manufacturers to increase their sales in export markets.

You can hire copies of this 16-mm film from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3. Phone 01-743 5555.

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

Northern Region
Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. 0632 27575. Telex No. 53178.)
R. Wood.
Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
J. Gardiner.

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. 0532 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. Telex No. 25991.)
F. Lacey.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. Telex No. 25991.)
P. B. Hunt.

South Western Region
The Pithay, Bristol 1. (Tel. 0272 21071. Telex 44214.)
L. I. Macbeth.

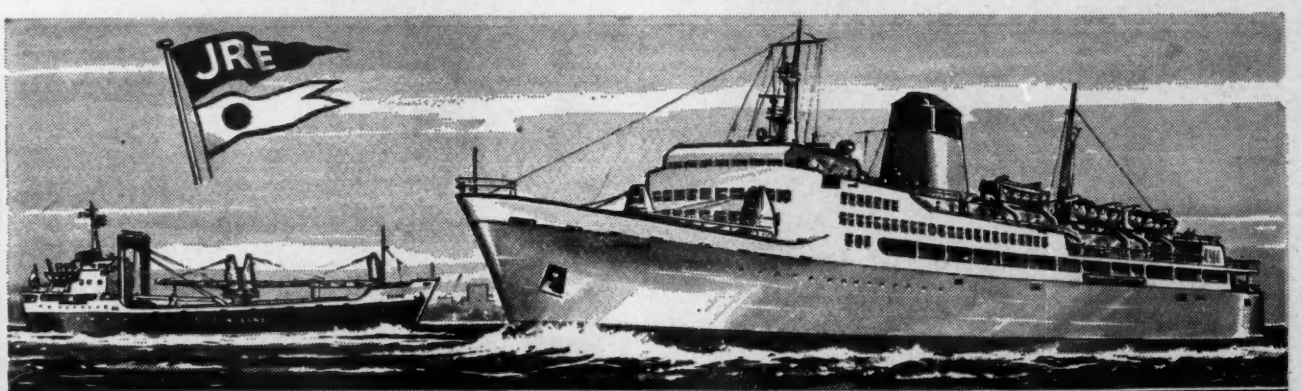
Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YL. (Tel. 0222 62151. Telex No. 49267.)
I. Gray.
North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)
J. W. Lewis.

Midland Region
Five Ways House, Islington Row, Birmingham, 15. (Tel. 021-643 8221. Telex No. 33702.)
J. F. Jardine.

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. 061. CEN 2171. Telex No. 66104.)
N. S. Belam.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. 041. CIT 2855. Telex No. 77583.)
P. J. L. Homan.
District Office: 29a High Street, Inverness. (Tel. 0463 30867.)
R. Forsyth.

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. 0232 34488. Telex No. 74578.)
H. E. Jones, C.B.E.



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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Tunisia and Yugoslavia

THE TUNISIAN *Journal Officiel* of July 5-9, 1968, published details of trade for 1968 between Tunisia and Yugoslavia in accordance with the provisions of the trade agreement of November 28, 1964 (as amended). The lists of goods to be exchanged are very similar to those in force in 1967 (see *Board of Trade Journal* of December 15, 1967), but there are a few new quotas, A number of quota values have been increased or decreased.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

Vauxhall car exports maintained their upward surge in July, and by the end of the month more cars had been exported this year than in the whole of 1967, reported Mr. Geoffrey Moore, sales director. July shipments of 7,384 cars were the highest for that month in any year, he said, and nearly doubled last year's July figure. The picture shows Vauxhall Vivas ready for shipment at Newport Docks.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, Ext. 368, or Telex No. 886143.)

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Robert Hough

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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(166/68) Broadcasting Vans for Algerian Radio and TV Authority. (Further Information.) Closing date postponed to September 15. E.S.B. 26724/68.

Electricity and Gas Supply Authority:

(167/68) Communications Equipment. November 15. E.S.B. 31938/68.*

(167/68) Communications Equipment. November 15. E.S.B. 31982/68*. E.S.B. 31983/68.*

(165/68) Radar Equipment for Ministere d Etat Charge des Transports. September 16. E.S.B. 31937/68.

AUSTRALIA

(166/68) Flow Meter; Control Valve; Telemetering Equipment for Hobart City Council. September 12. E.S.B. 31980/68.*

(168/68) Telephone Clocks for Postmaster-General's Department. October 1. E.S.B. 32649/68.

(167/68) Transmission Line for Southern Electric Authority of Queensland. (Further Information.) Tender documents now available. E.S.B. 31265/68.*

BAHAMAS

(168/68) Construction of Buildings for Naval Facilities Engineering Command, Southeast Division. September 19. E.S.B. 32617/68.*

BOLIVIA

(169/68) Hydro-Electric Project for Empresa Nacional de Electricidad SA. (Pre-qualification Information.) E.S.B. 32695/68.*

BRAZIL

Companhia Auxiliar de Empresas Electricas:

(167/68) Generator. October 14. E.S.B. 32246/68.

(167/68) Turbines. October 14. E.S.B. 32247/68.

BURMA

(168/68) Billets; Sheet Bars; Wire for Industrial Development Corporation. September 30. E.S.B. 32629/68.*

Ministry of Defence:

(168/68) Builders' Hardware. September 19. E.S.B. 32612/68.*

(168/68) Pumps. September 19. E.S.B. 32614/68.*

(168/68) Pipes and Fittings for Ministry of National Planning. September 14. E.S.B. 32616/68.*

People's Oil Industry:

(164/68) Pumps. September 26. E.S.B. 31813/68.*

(168/68) Pipe Fittings. September 30. E.S.B. 32296/68.*

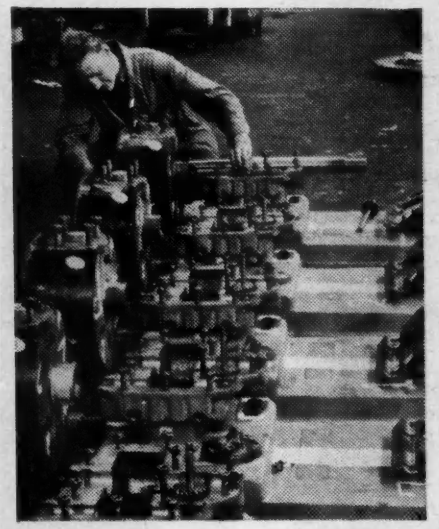
(168/68) Wire Rope. October 1. E.S.B. 32610/68.*

(168/68) Turbo-Alternator Spare Parts. September 20. E.S.B. 32611/68.*

(168/68 Wire Gauze. October 15. E.S.B. 32626/68.*

(168/68) Brass Tubes. September 20. E.S.B. 32628/68.*

(168/68 Drum Manufacturing Materials. September 20. E.S.B. 32627/68.*



Under construction at the Leeds works of Greenwood & Batley are a batch of steam turbine dynamometer units for technical colleges in Pakistan. Developed especially for experimental use, the units are an aid to the teaching of advanced thermodynamics. Greenbat has supplied more than 150 of them to educational institutions throughout the world.

(168/68) Mortuary Refrigeration Plant for Public Works Corporation. September 24. E.S.B. 32613/68.*

(166/68) Phosphor Bronze for State Timber Board. (Further Information.) Closing date has been postponed to September 29. Tender documents now available. E.S.B. 30851/68.

Union of Burma Railway Board:

(166/68) Piston Rings, Piston Valve Rings and Packing. October 7 E.S.B. 32203/68.*

(166/68) Electrical Supplies. September 20. E.S.B. 32205/68.*

(166/68) Hose Pipe and Fittings. October 7. E.S.B. 32206/68.*

(166/68) Boiler Parts. October 7. E.S.B. 32204/68.*

CANADA

(168/68) Stoplog Embedded Guides for Manitoba Hydro. September 12. E.S.B. 32694/68.

CEYLON

(165/68) Steel for Ceylon State Hardware Corporation. October 1. E.S.B. 31941/68.*

Government Stores Department:

(166/68) Socks and Stockings. September 24. E.S.B. 31939/68.

(166/68) Peak Caps. September. 24. E.S.B. 31988/68.

Department of Health:

(165/68) Pharmaceuticals. October 15. E.S.B. 31945/68.

(165/68) Pharmaceuticals. October 1. E.S.B. 31895/68.

(168/68) Pumps; Water Meters; Valves; Pipes; Tractors; Cement; Motor Vehicles for Ministry of Land, Irrigation and Power. (Advance Information.) November 1. E.S.B. 32295/68.

(165/68) Butter Moulding, Printing and Wrapping Machines for National Milk Board. September 19. E.S.B. 31940/68.*

Paranthan Chemicals Corporation:

(165/68) Welding Equipment. October 4. E.S.B. 31935/68.*

(165/68) Acid Storage Tank. October 4. E.S.B. 31936/68.*

Sri Lanka Sugar Corporation:

(164/68) Chemicals. October 4. E.S.B. 31890/68.*

(164/68) Pumps. September 23. E.S.B. 31900/68.*

COLOMBIA

(167/68) Telecommunication Equipment for Empresa de Telefono de Bogota. Closing date has been postponed to October 2. E.S.B. 26956/68.

COSTA RICA

(168/68) Beacon Lights for La Proveeduria del Ferrocarril Electrico al Pacifico. September 11. E.S.B. 32261/68.*

CYPRUS

Treasury:

(168/68) Pumps. September 14 E.S.B. 32630/68.*

(168/68) Water Valves. September 14. E.S.B. 32633/68.*

ECUADOR

(169/68) Construction of Hospital for Ecuadorean Defence Board. (Further Information.) The closing date has been postponed to October 15. E.S.B. 28463/68.

(164/68) Drilling Rig for Municipal Water Undertaking. (Further Information.) E.S.B. 18188/68.*

EL SALVADOR

(165/68) Highway Project for Ministry of Public Works. (Further Information.) Closing date postponed to September 30. E.S.B. 27067/68.*

GABON

(166/68) Telecommunications Link Project for La Direction Generale de Office des Posts and Telecommunications. Closing date not stated. E.S.B. 31978/68.*

GERMANY, FEDERAL REPUBLIC OF

(167/68) Neck Ties for Federal Ministry of Finance. September 23. E.S.B. 32259/68.

GREECE

Ministry of Commerce:

(165/68) Threshing Machines. (Further Information.) September 6. This tender is reissued. E.S.B. 2518/68.

(168/68) Musical Instruments. September 13. E.S.B. 32647/68.*

INDIA

(165/68) Hydraulic Couplings for Bharat Heavy Electricals Ltd. September 13. E.S.B. 31947/68.*

(167/68) Pump Sets for Commissioner for the Port of Calcutta. September 11. E.S.B. 32216/68.

Director-General of Supplies and Disposals:

(165/68) Milling Machines. September 18. E.S.B. 31944/68.*

(165/68) Planes. September 18. E.S.B. 31951/68.*

(165/68) Pantograph. September 27. E.S.B. 31950/68.*

(167/68) Jolt Squeezing/Moulding Machine. (Further Information.) Bids for imported equipment will be considered and foreign exchange is available from Free Sources. E.S.B. 30984/68.*

(164/68) Communication Equipment for Haryana State Electricity Board. October 8. E.S.B. 31853/68.*

Hindustan Steel Ltd.:

(167/68) Crop Chute. September 19. E.S.B. 32218/68.*

(169/68) Workshop Equipment. September 20. E.S.B. 32697/68.

(165/68) Magnetic Steel Strip for Indian Telephone Industries. (Further Information.) Tender documents now available. E.S.B. 30161/68.*

Neyveli Lignite Corporation Ltd.:

(165/68) Belt Conveyors, etc. (Further Information.) Closing date postponed to September 30. E.S.B. 24503/68.*

(165/68) Conveyor. (Further Information.) Closing date postponed to September 30. E.S.B. 24505/68.*

(165/68) Rectifier Sets for Central Railway, Bombay. September 30. E.S.B. 31959/68.

(164/68) Signalling Equipment for Eastern Railway, Calcutta. (Further Information.) Tender documents now available. E.S.B. 30829/68.*

Railway Stores, Railway Board:

(165/68) Railway Wheels and Axles. September 19. E.S.B. 31946/68.*

(167/68) Railway Equipment. October 16. E.S.B. 32256/68.*

IRAN

Iranian State Railways:

(166/68) Chrome Plating Plant. September 28. E.S.B. 32201/68.*

(168/68) Air Compressor. October 9. E.S.B. 32601/68.*

(168/68) Dish Washing Machine for Iranian Tobacco Monopoly, November 5. E.S.B. 32602/68.*

IRAQ

Dairy Administration:

(166/68) Polystrene. (Further Information.) Tender documents now available. E.S.B. 29142/68.*

(166/68) Steam Boiler. (Further Information.) Tender documents now available. E.S.B. 29142/68.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058. Telex 886143, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

(168/68) Washing Machine. September 30. E.S.B. 32638/68.
(164/68) Paint and Thinner for Electricity National Administration. September 17. E.S.B. 31879/68.*
General Spinning and Weaving Co.:
(168/68) Electric Motors. September 15. E.S.B. 32606/68.
(168/68) Chemicals and Dyestuffs. September 15. E.S.B. 32608/68.
Government Oil Refineries Administration:
(165/68) Solder Wire. (Further Information.) Tender documents now available. E.S.B. 30874/68.*
(165/68) Valves. (Further Information.) Tender documents now available. E.S.B. 30875/68.*
(165/68) Split Tallow. (Further Information.) Tender documents now available. E.S.B. 30876/68.*
(164/68) Radio Equipment for Ministry of Communications. (Further Information.) Tender documents now available. E.S.B. 30878/68.*
Ministry of Defence:
(166/68) Carbon Steel. (Further Information.) Tender documents now available. E.S.B. 30881/68.*
(166/68) Potassium Hydroxide Flakes. (Further Information.) E.S.B. 30884/68.
(166/68) Printing Materials. (Further Information.) Tender documents now available. E.S.B. 21659/68.*
(166/68) Radio Relay Equipment Spares. (Further Information.) Tender documents now available. E.S.B. 30885/68.*
(166/68) Radio Telephone Equipment. (Further Information.) E.S.B. 11571/68.
Ministry of Finance:
(164/68) Radiosonde Ground Equipment. September 15. E.S.B. 31880/68.*
(168/68) Meteorological Equipment. September 29. E.S.B. 32638/68.*
(165/68) Plasma for Ministry of Health. (Further Information.) Tender documents now available. E.S.B. 30880/68.*
(165/68) Generating Sets for Ministry of Municipalities and Rural Affairs. October 8. E.S.B. 31883/68.
(166/68) Power House Equipment and Materials for Ministry of Municipalities and Works. (Further Information.) Tender documents now available. E.S.B. 30894/68.*
Ministry of Oil and Minerals:
(168/68) Crane. (Further Information.) Tender documents now available. E.S.B. 30877/68.*
(166/68) Construction of Dwellings, Shops. October 15. E.S.B. 32605/68.
(168/68) Transformers for National Electricity Administration. October 1. E.S.B. 32637/68.*
(168/68) Telegraph Equipment for Posts, Telegraphs and Telephones Administration. (Further Information.) Tender documents now available. E.S.B. 30879/68.*
(165/68) Cardboard for Sulaimaniyah Cigarette Factory Administration. September 19. E.S.B. 32037/68.*

IRISH REPUBLIC

(165/68) Sewerage Scheme for Cork County Council. October 4. E.S.B. 31916/68.
(166/68) Road Equipment; Tractors; Vehicles for Dublin City Council. September 21. E.S.B. 32202/68.
(165/68) Water Supply Scheme for Wexford County Council. September 27. E.S.B. 31917/68.

ITALY

(165/68) Fork-lift Trucks; Crane; Mechanical Shovel for Ministry of Public Works. (Pre-qualification.) Closing date not stated. E.S.B. 30767/68.*

IVORY COAST, REPUBLIC OF

(167/68) Vehicles; Fertilizers; Wire Fencing for Societe pour le Developpement et l'Exploitation du Palmier and Huile (SODEPALM). (Further Information.) Tender documents now available. E.S.B. 30429/68.*

JORDAN

(166/68) Road Roller for Central Tenders Board. September 16. E.S.B. 31987/68.*
(168/68) V-belts for Jordan Phosphate Mines Co. Ltd. September 15. E.S.B. 32642/68.
(168/68) Workshop Equipment for Ministry of Public Works. September 16. E.S.B. 32641/68.*

KUWAIT

Central Tenders Committee:
(166/68) Machine Shop Equipment. September 29. E.S.B. 31989/68.*
(166/68) Pipeline Fittings. October 8. E.S.B. 31990/68.*
(166/68) Switchgear. October 13. E.S.B. 31991/68.*
(166/68) Tape Coat. September 22. E.S.B. 32210/68.*
(166/68) Switchboards. October 13. E.S.B. 32209/68.*

LEBANON

(166/68) Cable for Lebanese Telephone Administration. September 24. E.S.B. 32220/68.*

MALAYSIA

(164/68) Water Main for Public Works Department. September 27. E.S.B. 31801/68.*

MALTA

Treasury:
(165/68) Cotton Drill. (Further Information.) E.S.B. 31279/68.*
(165/68) Diesel Engines. (Further Information.) E.S.B. 31280/68.*
(165/68) Homogeniser. (Further Information.) E.S.B. 31281/68.*
(165/68) Injections. (Further Information.) E.S.B. 31282/68.*

MOROCCO

(166/68) Aero Magnetic Survey for Direction des Mines et de la Geologie. September 19. E.S.B. 31976/68.*
(166/68) Telephone Cable for Ministere des Posts, des Telecommunications. September 24. E.S.B. 31975/68.*

MOZAMBIQUE

Ports, Railways and Transport Department:
(169/68) Clamps and Bolts. September 12. E.S.B. 32702/68.*
(169/68) Workshop Equipment. September 26. E.S.B. 32703/68.*
(169/68) Locomotive Spare Parts. September 23. E.S.B. 32704/68.*
(169/68) Piping Equipment. September 11. E.S.B. 32705/68.*
(169/68) Electrical Equipment. September 19. E.S.B. 32706/68.*
(169/68) Railway Line Materials. September 27. E.S.B. 32707/68.*
(169/68) Workshop and Electrical Equipment. September 13. E.S.B. 32708/68.
(169/68) Wharf Extension. October 9. E.S.B. 32713/68.

NEW ZEALAND

(165/68) Nylon Fabric for General Post Office. September 23. E.S.B. 31979/68.
(168/68) Radio Equipment for New Zealand Railways. September 25. E.S.B. 32290/68.*

NIGERIA

(167/68) Construction of Laboratory Block for Cocoa Research Institute of Nigeria. October 15. E.S.B. 32272/68.

PAKISTAN

Directorate of Supply:
(167/68) Electrical Accessories. September 14. E.S.B. 32221/68.*
(169/68) Scientific Instruments. October 26. E.S.B. 32712/68.*
(169/68) General Education Equipment; Electronic and Electrical Equipment; Optical Equipment; Glassware; Chemicals for East Pakistan Agricultural University. October 25. E.S.B. 32711/68.*
(166/68) Chemicals, Oils for East Pakistan Water and Power Development Authority. September 12. E.S.B. 32219/68.*
(167/68) Bolts and Nuts for Pakistan Western Railway. October 14. E.S.B. 32263/68.

PAPUA AND NEW GUINEA

(165/68) Telephone for Administration Supply and Tender Board. November 12. E.S.B. 31934/68.

PERU

(165/68) Refractory Linings for Sociedad Siderurgica de Chimbote SA. Closing date not known. E.S.B. 31886/68.

PORTUGAL

(167/68) Vehicles for Directorate of Military Engineer Stores. (Further Information.) E.S.B. 29700/68.*
(165/68) Aircraft Traffic Control Training Simulator for Direccao du Servico Material. September 20. E.S.B. 31927/68.*

SINGAPORE, REPUBLIC OF

Ministry of Health:
(168/68) Gases. September 16. E.S.B. 32264/68.*
(168/68) X-ray Films and Chemicals. September 16. E.S.B. 32265/68.*

SOUTH AFRICA

(167/68) Paper for Headquarters, Natal Provincial Administration Tender Advisory Board. September 11. E.S.B. 32254/68.*
(167/68) Drilling Rig for South West Africa Administration Tender Board. September 17. E.S.B. 32262/68.*
State Tender Board:
(166/68) Aluminium Bronze Ingot. September 12. E.S.B. 32208/68.*
(166/68) Printing Press. September 16. E.S.B. 32213/68.*
(166/68) Cake Zinc. September 11. E.S.B. 32214/68.*
(167/68) Scientific Instrument. September 18. E.S.B. 32244/68.*
(167/68) Automobile Engine Testing Equipment. September 24. E.S.B. 32239/68.
(167/68) Radar Systems. November 13. E.S.B. 32215/68.*
(167/68) Laboratory Equipment. September 23. E.S.B. 32243/68.*
(169/68) Vibrating Rollers. September 13. E.S.B. 32681/68.*
(169/68) Fork-lift Truck. September 13. E.S.B. 32682/68.*

SUDAN

(164/68) AC Pipes for Ministry of Works. September 15. E.S.B. 31891/68.*
(164/68) Garage Equipment and Tools for Public Agricultural Production Corporation. September 15. E.S.B. 31892/68.*

SYRIAN ARAB REPUBLIC

(167/68) Hotel Project for Administration of Tourism. October 15. E.S.B. 32227/68.
(167/68) Abattoir Equipment for Ministry of Municipal and Rural Affairs. October 29. E.S.B. 32250/68.
(164/68) Stop Cocks for Northern Zone Electricity Directorate. September 14. E.S.B. 31878/68.
(167/68) Automobile Machinery and Equipment for Southern Zone Electricity Directorate. November 2. E.S.B. 32226/68.

TAIWAN

Central Trust of China:
(168/68) Steel Plate. September 16. E.S.B. 32273/68.*
(168/68) Railway Cars. (Further Information.) Closing date postponed to September 18. E.S.B. 26988/68.*
(168/68) Lift. September 14. E.S.B. 32298/68.*
(168/68) Slope Loader. September 17. E.S.B. 32623/68.*
(168/68) Spring Washers. September 19. E.S.B. 32624/68.*
(169/68) Locomotive. September 25. E.S.B. 32634/68.*
(168/68) Burglar Alarms. September 23. E.S.B. 32282/68.*
(168/68) Escalators. September 14. E.S.B. 32299/68.*
(168/68) Locomotives. October 9. E.S.B. 32297/68.*
(168/68) Couplers. September 16. E.S.B. 32603/68.*
(168/68) Radio Laboratory Equipment. September 20. E.S.B. 32280/68.*
(168/68) Ethylene Glycol. September 20. E.S.B. 32283/68.*
(168/68) Electric Testing Set. September 20. E.S.B. 32284/68.*
(168/68) Electric Meters. September 20. E.S.B. 32285/68.*
(168/68) Oxygen Units; Cylinders and Mask. September 20. E.S.B. 32286/68.*
(168/68) Railway Trucks. The closing date has been postponed to September 15. E.S.B. 26989/68.*
(168/68) Aluminium Fluoride. September 16. E.S.B. 32609/68.*
(168/68) Steel Sheet and Bar. September 12. E.S.B. 32625/68.*
(168/68) Printing Machinery. September 23. E.S.B. 32274/68.*
(168/68) Diesel Engines, September 21. E.S.B. 32275/68.*
(168/68) Industrial Valves; Manometers. September 24. E.S.B. 32276/68.*
(169/68) Asphalt Mixers. September 25. E.S.B. 32277/68.*
(168/68) Bag Sealing and Closing Machine. September 20. E.S.B. 32278/68.*
(168/68) Chlorinator. September 20. E.S.B. 32279/68.*
(168/68) Latches and Holders. September 18. E.S.B. 32635/68.*

TANZANIA

Cetral Tender Board:
(165/68) Refrigerators. October 17. E.S.B. 31905/68.
(165/68) Boots and Shoes. September 19. E.S.B. 31906/68.

(Continued on next page)

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(167/68) **Aerocides** for Ministry of Agriculture and Co-operatives. October 6. E.S.B. 32335/68.
(167/68) **Diesel Generators** for Tanzania Electric Supply Co. October 9. E.S.B. 32245/68.

THAILAND

Metropolitan Electricity Authority:
(165/68) **Electrical Equipment.** (Further Information.) Tender documents now available. E.S.B. 30019/68.*
(165/68) **Pole Line Hardware.** October 1. E.S.B. 31907/68.*
(168/68) **Tractor Spares.** September 3. E.S.B. 32666/68.*
(169/68) **Pumps** for State Railway of Thailand. September 18. E.S.B. 32688/68.
Thailand Tobacco Monopoly:
(168/68) **Printing Ink.** September 16. E.S.B. 32664/68.*
(168/68) **Street Lighting Equipment.** October 3. E.S.B. 32665/68.*
(169/68) **Cellulose Film.** September 11. E.S.B. 32644/68.
(169/68) **Cocoa Powder.** September 12. E.S.B. 32687/68.
Vocational Education Department:
(165/68) **Agricultural Equipment; Laboratory Equipment.** October 21. E.S.B. 31901/68.*
(165/68) **Building Trades Equipment.** October 24. E.S.B. 31902/68.*

TUNISIA

La Pharmacie Centrale de Tunisie:
(168/68) **Chemicals; Reagents.** October 20. E.S.B. 32287/68.*
(168/68) **Chemicals; Pharmaceuticals.** October 15. E.S.B. 32288/68.*
(169/68) **Hospital Supplies.** October 20. E.S.B. 32679/68.*

TURKEY

(168/68) **Crane** for Denizcilik Bankasi TAO. September 11. E.S.B. 32622/68.*
Jandarma Genel Komutanlik:
(169/68) **Alternator Sets.** September 18. E.S.B. 32667/68.*
(169/68) **Pumps.** September 18. E.S.B. 32668/68.*
(169/68) **Printing Machinery and Equipment** for Kara Kuvvetleri Komutanligi. October 5. E.S.B. 32683/68.*
Karayollari Genel Mudurlugu:
(164/68) **Bearings.** September 13. E.S.B. 31847/68.*
(164/68) **Pistons.** September 16. E.S.B. 31866/68.*
(169/68) **Drill Steels.** September 23. E.S.B. 32674/68.*
Machinery and Chemical Industry Corporation:
(169/68) **Engineering Works.** September 15. E.S.B. 32676/68.*
(169/68) **Furnace.** September 16. E.S.B. 32677/68.*
(169/68) **Furnaces; Quenching Tanks.** September 16. E.S.B. 32678/68.*
Ministry of Education:
(167/68) **TV Equipment.** September 17. E.S.B. 32338/68.*
(169/68) **Laboratory Equipment.** September 20. E.S.B. 32684/68.*
(169/68) **Cables** for PTT Genel Mudurlugu. October 21. E.S.B. 32675/68.*
(169/68) **Railroad Hardware Manufacturing Machinery** for State Railway Administration. September 23. E.S.B. 31846/68.*
(168/68) **Hoses** for Tekel Genel Mudurlugu. September 16. E.S.B. 32619/68.*
(169/68) **Kraft Paper** for Turkiye Cimento Sanayii TAS. September 16. E.S.B. 32673/68.*

UNITED ARAB REPUBLIC (EGYPT)

(167/68) **Freon Gas** for Egyptian Railways. September 25. E.S.B. 32251/68.*
General Organization for Industrialization:
(167/68) **Textile Machinery.** October 14. E.S.B. 32266/68.
(167/68) **Textile Machinery.** October 28. E.S.B. 32267/68.
(167/68) **Textile Machinery.** November 11. E.S.B. 32268/68.
(167/68) **Textile Machinery.** November 25. E.S.B. 32269/68.
(167/68) **Textile Machinery.** December 9. E.S.B. 32270/68.
(167/68) **Textile Machinery.** December 23. E.S.B. 32271/68.

UNITED STATES OF AMERICA

(168/68) **Oil Cable Systems** for Bureau of Reclamation. (Further Information.) Tender documents now available. E.S.B. 25690/68.*
(165/68) **Switchgear** for Portland District Corps. of Engineers. October 7. E.S.B. 31932/68.*
(166/68) **Cranes and Equipment** for US Corps of Engineers. (Further Information.) Closing date further postponed to September 19. E.S.B. 24195/68.*

URUGUAY

ANCAP State Oil and Alcohol Monopoly:
(166/68) **Sprayers.** September 20. E.S.B. 31961/68.*
(166/68) **Agricultural Equipment.** September 24. E.S.B. 31962/68.*
(166/68) **Lubricants and Additives.** September 21. E.S.B. 31963/68.*
(166/68) **Grinding Machine Parts.** September 24. E.S.B. 31964/68.*
(166/68) **Hydrazine Hydrate.** Septembr 19. E.S.B. 31965/68.*
(166/68) **Telephone Exchange.** September 25. E.S.B. 31966/68.*
(166/68) **Chlorine.** September 19. E.S.B. 31967/68.
UTE (State Electricity and Telephone Board):
(165/68) **Wire.** October 2. E.S.B. 31971/68.
(165/68) **Creosote.** October 2. E.S.B. 31972/68.
(166/68) **Copper Coil Wire.** October 10. E.S.B. 31974/68.*
(166/68) **Laboratory Equipment.** September 25. E.S.B. 31968/68.
(166/68) **Iron and Steel.** September 24. E.S.B. 31975/68.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Algeria
(65/68) Inquiry for paraffin candle wax; tin cans. E.S.B. 32010/68.

Australia
(163/68) Agency inquiry for builders machinery. E.S.B. 30768/68.
(164/68) Inquiry for catalyst comminutor. E.S.B. 32018/68.
(167/68) Inquiry for electric motors. E.S.B. 31788/68.
(167/68) Inquiry for mail order equipment and merchandise. E.S.B. 32404/68.
(167/68) Inquiry for masking film. E.S.B. 31507/68.
(167/68) Inquiry for wire netting. E.S.B. 32311/68.

Australia – Waiver of British Preference
(165/68) Inquiry for steel wire. E.S.B. A/44/68.
(166/68) Inquiry for contractors. E.S.B. A/48/68.
(166/68) Inquiry for gas lasers. E.S.B. A/45/68.
(166/68) Inquiry for polyethylene covered aluminized cable. E.S.B. A/46/68.
(167/68) Inquiry for chemicals. E.S.B. M/45/68.
(167/68) Inquiry for conductor. E.S.B. A/51/68.
(167/68) Inquiry for drill. E.S.B. P/3/68.
(167/68) Inquiry for roller bearings. E.S.B. A/49/68.
(168/68) Inquiry for ammonium carbonate. E.S.B. M/44/68.
(168/68) Inquiry for fish meal. E.S.B. S/45/68.
(168/68) Inquiry for wheels. E.S.B. A/47/68.
(168/68) Inquiry for wire enamelling machine. E.S.B. S/44/68.

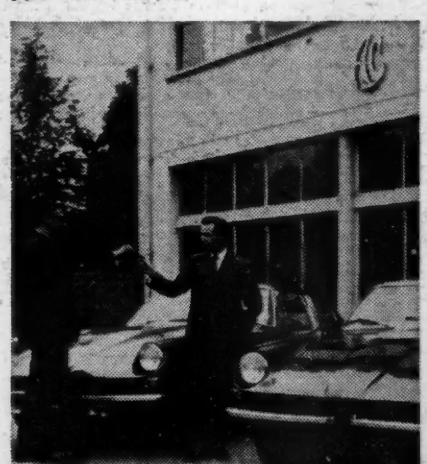
Austria
(164/68) Agency inquiry for curtain materials; hose and hose fittings. E.S.B. 28766/68.
(165/68) Agency inquiry for eiderdown covering materials; furnishing materials; shirt materials. E.S.B. 27182/68.
(165/68) Agency inquiry for shrink film wrappings. E.S.B. 30752/68.

†**For further details of the 'Export Service Bulletin' see page 608.**

(166/68) **Agency** inquiry for abrasive cloth. E.S.B. 32092/68
(166/68) Agency inquiry for men's rainwear; women's wear. E.S.B. 31733/68.

Brazil
(167/68) Inquiry for engineers small tools; hand tools; portable power tools. E.S.B. 31732/68.

Canada
(165/68) Agency inquiry for bolts and washers; chains; pipes. E.S.B. 31307/68.



Mr. John Robidoux (right) receives the keys of the A.C. 428 Convertible he is taking to North America aboard the 'Empress of Canada' from A.C.'s Assistant Sales Manager, Mr. Keith Judd. A.C. Cars have appointed Garage Special Service Inc., of Westmount, Montreal, as distributors in North America of their new luxury, high-performance sports cars, the A.C. 428 Fastback and Convertible. Mr. John Robidoux, a director of the company, came to England to finalize the contract.

(168/68) Agency inquiry for furnishing fabrics. E.S.B. 31455/68.
(168/68) Agency inquiry for indicator lights; meters; relays; transformers. E.S.B. 32380/68).
(164/68) Inquiry for ironstone earthenware. E.S.B. 32019/68.
(166/68) Inquiry for decorative candles. E.S.B. 14536/67.

Ceylon
(169/68) Inquiry for lathes; wooden shoe mould equipment and machinery. E.S.B. 32825/66.

Cuba
(168/68) Control of non-commercial imports. E.S.B. 1209/G.

Denmark
(168/68) Agency inquiry for piece-goods. E.S.B. 2522/66.

Fiji
(166/68) Agency inquiry for arch lever files; stationers sundries. E.S.B. 19412/68.

Finland
(166/68) Agency inquiry for carnival goods; foodpack extras; packaging machinery and materials; toys. E.S.B. 31677/68.
(166/68) Agency inquiry for dress and suit fabrics. E.S.B. 27858/68.
(166/68) Agency inquiry for non-woven fabrics and products. E.S.B. 30504/68.
(168/68) Agency inquiry for blankets; tablecloths; towels. E.S.B. 31772/68.
(168/68) Agency inquiry for fire hose; rubber lining. E.S.B. 32088/68.

France
(165/68) Agency inquiry for knitwear. E.S.B. 31754/68.
(166/68) Agency inquiry for floor coverings. E.S.B. 27030/68.
(167/68) Agency inquiry for machine tools. E.S.B. 32307/68.
(167/68) Agency inquiry for wool and man-made fibre wastes. E.S.B. 32118/68.
(166/68) Inquiry for hooping machine. E.S.B. 28367/68.
(168/68) Manufacture under licence – hay making and harvesting equipment. E.S.B. 32119/68.
(168/68) Import restrictions. CRE 8193/G.
(169/68) Registration of trade marks. E.S.B. 1209/G.

Germany, Federal Republic of
(165/68) Agency inquiry for footwear. E.S.B. 31681/68.
(168/68) Agency inquiry for barrels; drums. E.S.B. 32359/68.
(168/68) Agency inquiry for fabrics. E.S.B. 32443/68.
(168/68) Agency inquiry for paper production and working machinery and raw materials. E.S.B. 32385/68.
(169/68) Agency inquiry for key-bolts; latches; locks. E.S.B. 32566/68.
(164/68) Inquiry for babywear; household articles. E.S.B. 31739/68.
(164/68) Inquiry for steel products. E.S.B. 32041/68.
(165/68) Inquiry for antimonium; lead. E.S.B. 2187/68.
(165/68) Inquiry for mail order goods. E.S.B. 30647/68.

(165/68) Manufacture under licence – cosmetics; toiletries. E.S.B. 31660/68.
(167/68) Inquiry for gift items; souvenirs. E.S.B. 32362/68.
(168/68) Inquiry for alloys; metal scrap. E.S.B. 32379/68.
(168/68) Inquiry for conveying equipment; electronic sorting plant; packaging machinery. E.S.B. 32387/68.
(168/68) Inquiry for linen; yarns and threads. E.S.B. 32492/68.
(168/68) Inquiry for paints and pigments. E.S.B. 32493/68.
(168/68) Inquiry for strip steel. E.S.B. 32460/68.
(169/68) Inquiry for curtain materials. E.S.B. 32532/68.

Greece
(164/68) Inquiry for axles. E.S.B. 4899/68.

Hong Kong
(165/68) Agencies inquiry for electrical equipment; lamps. E.S.B. 31563/68.

India
(165/68) Manufacture under licence – electrical and electronic instruments; transformers; transistorized equipment and instruments. E.S.B. 31030/68.
(168/68) Seminar on containerization. E.S.B. 28349/68.

Iraq
(168/68) Inquiry for confectionery supplies and machinery. E.S.B. 32478/68.

Irish Republic
(165/68) Agency inquiry for dress fabrics; rainwear fabrics; trouser fabrics. E.S.B. 31328/68.
(166/68) Agency inquiry beacon globes; lamps. E.S.B. 31604/68.
(168/68) Agency inquiry for clothing. E.S.B. 31799/68.

Israel
(164/68) Agency inquiry for colorimeters; chromatographic equipment; spectrophotometers. E.S.B. 31572/68.
(165/68) Agency inquiry for electronic instruments; optical equipment. E.S.B. 31559/68.
(168/68) Agency inquiry for automotive spares. E.S.B. 32183/68.
(168/68) Agency inquiry for medical electronics and instruments. E.S.B. 32182/68.
(167/68) Inquiry for chain conveyor; guillotines; lathe; presses. E.S.B. 32180/68.

Italy
(165/68) Agency inquiry for fabrics. E.S.B. 32020/68.
(168/68) Agency inquiry for plastic film. E.S.B. 15485/67.
(167/68) Inquiry for waste polypropylene and polystyrene. E.S.B. 21569/68.

Jamaica
(165/68) Agency inquiry for bathroom hardware. E.S.B. 31745/68.
(168/68) Agency inquiry for sanitaryware. E.S.B. 32506/68.

Japan
(169/68) Agency inquiry for handbags. E.S.B. 32063/68.

Jordan
(166/68) Inquiry for chemicals. E.S.B. 32138/68.

Lebanon
(168/68) Agency inquiry for men's suitings. E.S.B. 31556/68.

Libya
(168/68) Inquiry for agricultural spraying equipment; pharmaceuticals; surgical instruments; veterinary medicines. E.S.B. 32125/68.

Malawi
(168/68) Agency inquiry for drafting and surveying equipment. E.S.B. 32542/68.

Malaysia
(168/68) Inquiry for overhead travelling cranes. E.S.B. 32402/68.

New Zealand
(165/68) Agency inquiry for cotton fabrics. E.S.B. 31680/68.
(168/68) Inquiry for lamps. E.S.B. 32431/68.

Nigeria
(164/68) Inquiry for steel wire. E.S.B. 31768/68.

Saudi Arabia
(158/58) Agency inquiry for water pumps. E.S.B. 32402/68.
(157/68) Inquiry for cotton and woollen piece-goods. E.S.B. 32385/68.
(167/68) Inquiry for electric motors. E.S.B. 32160/68.
(168/68) Inquiry for books; magazines. E.S.B. 32392/68.

South Africa
(154/68) Agency inquiry for binoculars; fishing equipment; waders; waterproof clothing. E.S.B. 30719/68.
(155/68) Agency inquiry for builders hardware; plastic wall covering; upholstery fabrics. E.S.B. 31695/68.
(135/68) Agency inquiry for steel rods; w.c. systems. E.S.B. 31698/68.
(163/68) Agency inquiry for amplifiers; telephones; television; time control equipment. E.S.B. 31664/68.
(167/68) Inquiry for electric light fittings and glassware. E.S.B. 32006/68.

Sweden
(168/68) Agency inquiry for electrical components. E.S.B. 32393/68.
(166/68) Inquiry for footwear. E.S.B. 32112/68.

Switzerland
(169/68) Agency inquiry for leather clothing. E.S.B. 32142/68.
(165/68) Inquiry for locks. E.S.B. 32113/68.
(166/68) Inquiry for curtaining materials; eiderdown material. E.S.B. 32133/68.
(167/68) Inquiry for motors. E.S.B. 16144/68.
(168/68) Inquiry for metal foils; tin sheets. E.S.B. 32360/68.

Thailand
(165/68) Agency inquiry for bunting; cosmetics and hair sprays; curtain lace; dress and blouses; linoleum; piece-goods; stationery. E.S.B. 31329/68.

Turkey
(169/68) Inquiry for metal sheets; pipes and ingots. E.S.B. 32582/68.

Uganda
(166/68) Agency inquiry for ferrules. E.S.B. 29825/68.
(164/58) Inquiry for adhesive tape; ammonium chloride; carbon rods; electrilyte manganese; manganese granules paraffin wax; polystyrene; zinc chloride. E.S.B. 31748/68.
(154/58) Inquiry for button machinery, equipment and raw materials. E.S.B. 31763/68.
(154/58) Inquiry for socks. E.S.B. 31771/68.
(164/58) Inquiry for tin plate. E.S.B. 21073/68.
(165/68) Inquiry for steel rolling mill plant equipment. E.S.B. 31796/68.

United States of America
(154/58) Inquiry for cowling fasteners; motors; screws. E.S.B. 30223/68.
(165/68) Inquiry for shear. E.S.B. 32105/68.
(166/68) Inquiry for circuit board. E.S.B. 32040/68.
(166/68) Inquiry for fibres. E.S.B. 32157/68.
(157/68) Inquiry for dial indicator gauges. E.S.B. 32035/68.
(167/58) Inquiry for skillets. E.S.B. 32444/68.
(168/68) Inquiry for aluminium bars. E.S.B. 32539/68.
(158/68) Inquiry for hoists. E.S.B. 32396/68.
(163/68) Inquiry for instrument bearings. E.S.B. 32433/68.
(169/58) Inquiry for focusing knobs; objective lens, mounting. E.S.B. 30721/68.

Venezuela
(165/68) Agency inquiry for plaster bandages E.S.B. 31662/68.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice

49 Temporary importations. International Co-operation.
77E (Re-issued February 1966) Purchase Tax – Exports.
106 Temporary Exportation of Commercial Samples.
113 Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206 Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207 Reimported goods: relief from Customs Duty and Purchase Tax.
210 Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215 Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.
299 ATA Carnets for temporarily imported goods.
SN6 Notice to Passengers (Exchange Control and Export Licensing).

Drawback

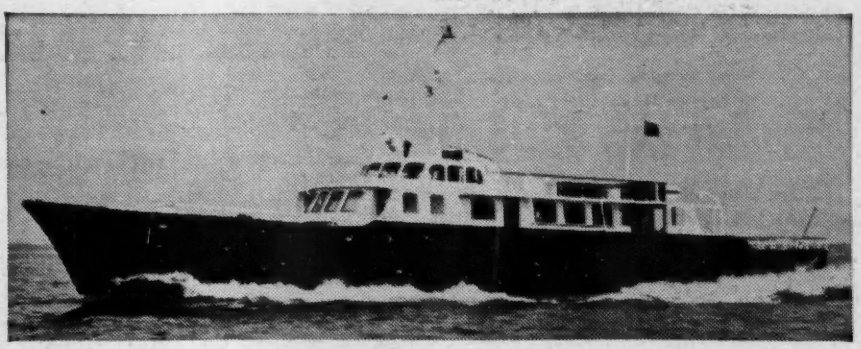
7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
131 Sugar Act, 1956. Sugar Surcharge Repayments and Distribution Repayments in respect of British Manufactured Composite Goods.
Procedure to be followed on a change in rate of Surcharge or Distribution Payment.
171 Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
172 Drawback on hydrocarbon oils.
217 The main conditions and procedures under which drawback of duty paid under the Import Duties Act, 1958, may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6 B.
224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
251 Remission or repayment of the Temporary Charge on Imports.
291 Claims for drawback on goods exported where there has been a variation in the duty rate.
372 Authorization of signatories to drawback claims.
430 Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
403A Supplementary Tables of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
432 Sugar Act, 1956. Surcharge. Distribution Payments and Corresponding Repayments.

Export Rebates

435 Schedule of Rates.
436 General outline of scheme and procedure for claiming.
437 Ships and Aircraft.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the June 14 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade* (see page 605 of this issue) *or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.*4 (*Tel.* 01-248 5757).



The Vosper Thornycroft yacht, MY 'Astromar', will be carrying out a sales demonstration tour in the Mediterranean for Hydraulic Power and Industrial & Marine Controls Division products, during September. 'Astromar', herself fitted with Vosper Thornycroft stabilizers, will be carrying displays of equipment for yachts and commercial vessels of all sizes. A team headed by the Hydraulic Power Division's sales manager, Mr. J. W. B. Caldwell, will demonstrate the equipment, and take interested people to sea so that they can see the effectiveness of 'Astromar's' stabilizers for themselves.

Scottish Council group leave for US

SENIOR EXECUTIVES from 10 Scottish electronics companies are currently in the United States examining the electronics industry. They will be seeking direct sales in the £1,000 million West Coast electronics market as well as opportunities for joint ventures with United States concerns. Five of the companies are taking part in Westcon 68 – one of the world's leading electronics exhibitions – in Los Angeles.

Electronic Development Project, as the group visit is named, has been organized by the Scottish Council (Development and Industry).

Technical sales tour of East Africa

MR. RALPH E. KINGSTON, export sales manager of Watson & Sons (Electro-Medical) Ltd., a GEC subsidiary has begun a technical sales tour of East Africa. The main purpose of his visit is to attend the International Medical Exhibition in Kampala where Watsons are exhibiting a mobile X-ray unit.

During his stay in East Africa Mr. Kingston is also visiting Zambia and Kenya, where there are resident Watson factory trained service engineers. He returns to London on September 14.

Mr. W. H. B. Rees, managing director of Petters Limited, Staines, a Hawker Siddeley Diesels company, seated at the controls of an unusual vehicle used in the collection of palm fruit – a 'Jackpak' – during a recent visit to Kuala Lumpur. Mr. Rees recently completed a three-week sales tour of the Far East which included Thailand, Hong Kong, Malaysia and Singapore. During his tour he saw many new and interesting applications of the company's latest range of high-speed lightweight air-cooled diesel engines.

Widening export market for Stolec switches

MR. G. H. STOW, managing director of the Stow Electronics Group of Companies, Hastings is currently visiting the Westcon 68 Exhbition in Los Angeles and the Group's agents in North America. He said that they would also be showing at the ISA Exhibition in New York in October as well as at exhibitions in Amsterdam, Milan and Munich before the end of November.

Mr. Stow attributes much of the Group's success in selling abroad the Stolec range of thumbwheel switches to repeated participation in overseas exhibitions. As a result of export activities in other directions, Mr. Stow said that large quantity orders for Stolec switches had recently been received from Sonophone Electronics of Auckland, New Zealand, from Fabrica de Aparelhagem Industrial Lda., of Portugal and from the Israeli Government.

African sales tour

MR. MARK LAWSON, export director of Helix Universal Co. Ltd., the Stourbridge educational equipment manufacturer, has started an intensive sales drive in the stationery markets of Africa. He will be away for about 10 weeks and his tour will cover South East, West and Central Africa. The visit will start with five weeks in the Republic of South Africa. Mr. Mark Lawson will then fly to Blantyre in Malawi to investigate the market and see if an agent is necessary. Later he will spend about a week in Nairobi, Kenya, seeing main customers there and discussing the East African market situation with the company's agents. Then he will go to Kampala to see the Government buyer in Uganda, and also to see principal customers. A week's stay in Lagos, Nigeria, will include courtesy visits to agents and will be followed by a three-day stay in Accra.

Austrian and Swiss visit

MR. CARL ZINDEL, who has recently been appointed export sales manager of Lily Cups and Containers (England) Ltd., of Liverpool, will visit Austria for the International Trade Fair at Vienna, and the special Lily Cups Trade Fair – the first of its kind in Switzerland – at Zurich, during September and October, respectively. He has already visited Norway and Sweden.

Mr. Zindel worked in France, Denmark and Italy before settling in England about nine years ago.

Marketing exercise in Europe

As the result of an export marketing exercise in Scandinavia and Europe recently undertaken by Ken Yarker Ltd., of Leamington Spa, on behalf of Z. Brierley Ltd., of Llandudno, manufacturers of twist drill grinding machines, agencies have been set up in France, Belgium, Germany, and Switzerland together with initial stock orders.

Negotiations are also proceeding with agencies in Holland and Austria which it is reported, should result in agreements being finalized shortly.

The firm anticipate that sales from the six countries will result in a minimum of 130 machines in the first year of operation.

Brierley Ltd., are showing their machines on the Ken Yarker Limited stand at the ITEM 68 September Exhibition in Copenhagen. It is hoped to appoint Scandinavian agents just before, or during, the exhibition. Already, a Swedish agent has been appointed, and negotiations are taking place with suitable prospective agents in Finland, Norway and Denmark.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 *Old Bailey, London, E.C.*4 (*Tel.* 01-248 5757).

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Electric blankets for Holland

Dreamland Appliances Ltd's. new European export manager, Mr. Ernst Seckel has confirmed his first major order for electric blankets valued at £46,000 for Holland. In addition to facing price competition from German and Dutch manufacturers the firm had to meet the different technical and safety requirements demanded in Holland, using wire and controls with special insulation specifications.

Commenting on this initial order Mr. F. R. Williams, managing director said 'This is an encouraging start in Europe as up to now orders have been small.'

Telephone equipment for new city

Following almost total destruction by hurricane some years ago, Belize City – capital of British Honduras – is being rebuilt 45 miles inland. An important part of the new city will be its telecommunications network for which equipment is to be supplied by Plessey Telecommunications Group of Beeston (Nottingham). Contracts worth £35,000 have been awarded by Cable and Wireless Ltd. – who engineered and will operate the system – calling for the manufacture and installation of a new Strowger telephone exchange for the reconstructed city. Plessey is also to supply telephones and cordless switchboards for the telephone network.

The equipment is expected to be brought into operation towards the end of next year.

Broilers for Italy

Despatches of broiler breeding stock to Italy by Ross Group of Grimsby in the last nine months topped the 250,000 mark with the consignment this week of 24,200 chicks to Rome, valued £9,600. This 1½ ton live load was the greatest single export despatch by the firm. When reared to maturity in Italy this breeding flock alone will provide an extra 2 million units of poultry for the Italian table.

£60,000 South African Airways order

A £60,000 order from South African Airways has been received by Houchin Limited, of Ashford, Kent, for 11 Perkins-powered mobile ground power units to provide ground servicing checks of radar, radio and other electrical equipment on aircraft at airports on their international routes. The order was won despite strong competition from other manufacturers and a major reason for Houchin's success is that their Model 265 has proved its worth at airports throughout the world in widely varying climatic conditions.

Since the model went into production, orders have totalled more than £1,100,000 and units are now in service with airlines including Air Ceylon, Aer Lingus, BEA, BOAC, BUA, Ghana Airways, Iberia Airways, Libya Airlines, Pakistan Airways, Swiss Air and Air Canada.

Power sets for Libya

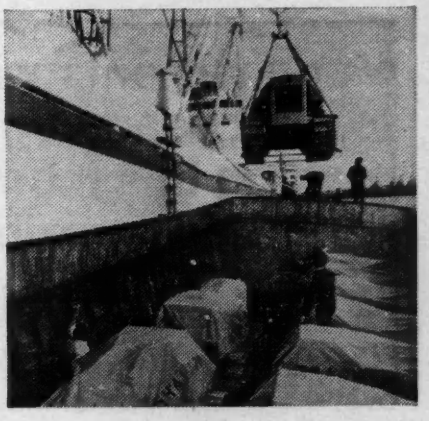
During the next few weeks over £300,000 worth of diesel generating sets will leave the Hamble works of Petters Limited, a Hawker Siddeley Diesels company, for Libya. The units will be used for 'instant power' requirements in the Province of Cyrenaica where they will generate electricity for hospitals, power stations, radio communications, airport standby services and domestic use in small communities.

Transformers for United States and Australia

English Electric have announced two orders worth more than £¼ million, for supplying transformer equipment to Australia and the United States.

The first order is for four 115-ton transformers for service in Southern Queensland, and the second is for the Bonneville Power Administration which has recently taken delivery of nine 525KV units.

Among other transformers now being built at Stafford for Australia are 10 for Keilor sub-station, Victoria and five generator transformers for Liddell Power Station, New South Wales. Transformer work on hand at Stafford and Rocklea for Australia totals well over £3 million.



A 70-hp Fowler crawler tractor is swung aboard the mv 'Mahsud' now on her maiden voyage to Colombo. The tractor, one of 16, is part of an order worth £60,000 from the Irrigation Department of the Government of Ceylon.

Lubrication equipment

Kingfisher (Lubrication) the Leeds-based manufacturer of lubrication equipment has announced large orders from America, Denmark and South Africa plus a licensed manufacture agreement for Mexico. The South African orders included one for over 140,000 grease nipples and another pilot order for 60 special screw pressure lubricators for use in marine pumps.

Mr. Keith Versey, the firm's export director, recently returned from a selling trip to Denmark which has already resulted in pilot orders for more than 71,000 pieces of lubricating equipment.

Kingfisher has also just logged its second order in two months from the Atco Tool Corporation of Cincinnatti, Ohio, for nearly half a million grease nipples and has just concluded an agreement for certain products to be manufactured under licence by Tebo SA of Mexico City, Mexico. This deal also includes the sales to Tebo SA of special purpose machinery developed by Kingfisher.

Aerosols for Cyprus and Iraq

An intensified export drive by Crown Cork Co. Ltd., of Southall, Middlesex, has resulted in new aerosol can orders from Cyprus and Iraq. The company has supplied 12 ounce cans for an insecticide and a fly killer to Cyprus. Both have been printed by Crown in three colours and directions and caution apear in Greek and English. A three colour 12 ounce can has also been supplied to the New Hygiene Industry Company of Baghdad for Pestox insecticide. Directions and caution have been printed by Crown in English and Iraqi.

Muscat and Oman contract

Costain Civil Engineering Ltd. has won a £500,000 contract to build a water pipeline and distribution system in the Sultanate of Muscat and Oman. The water supply will serve two of the main population centres – the capital, Muscat, and the neighbouring town of Mutrah. The contract was awarded by the Ruler, His Highness Sultan Said Bin Taimur, Sultan of Muscat and Oman. The scheme is the first phase of a development project being prepared by Mr John R. Harris, a London architect, who has been commissioned by the Sultan to prepare comprehensive plans for the phased development of Muscat and Mutrah.

The consulting engineers are Scott, Wilson, Kirkpatrick and Partners.

Nai Phongsakdi Varasundharosoth, Director-General of the Thai Vocational Education Department, signs a US$500,000 contract for the supply of 259 Colchester lathes to his organization. On his right is Mr. A. J. Plowman, sales director of Colchester Lathe Co. Ltd., of Colchester, Essex. This contract results from a World Bank financed tender.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Rules of competition

THE *Board of Trade Journal* dated May 20, 1966 (page 1158) contained an announcement about an application to the Commission of the EEC by the Société Commerciale et d'Etudes des Maisons d'Alimentation et d'Approvisionnement à Succursales (SOCEMAS) of Paris, for negative clearance of arrangements it has within the EEC.

The Commission's ruling on this case, Decision No. 68/318/CEE, was published in the *Journal Officiel des Commnuautés Européennes* No. L201 dated August 12, 1968. The following is a translation of this Decision.

It must not be treated as an official or authentic text. Readers are reminded that the text of the document is official only in the French language.

The French text of this Decision may be obtained on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

DECISION OF THE COMMISSION
of July 17, 1968

Concerning procedure under article 85 of the EEC Treaty

(IV/129 – SOCEMAS)
(Only the French text is authoritative)

The Commission of the European Communities,

having regard to the treaty establishing the European Economic Community, and in particular article 85 thereof,

having regard to Regulation No. 17 of February 6, 1962 and in particular article 2 thereof,

having regard to the application for negative clearance submitted on October 22, 1962 in accordance with article 2 of Regulation No. 17, of the Société Commerciale et d'Etudes des Maisons d'Alimentation et d'Approvisionnement à Succursales (Commercial and Research Company of the multiple firms dealing in foodstuffs and supplies) (SOCEMAS) of Paris, requesting the Commission to declare that there is no ground for it to intervene in pursuance of article 85, paragraph 1 of the treaty in respect of its articles of association and its activities,

after consulting the Consultative Committee on restrictive trade agreements and domination of markets, in accordance with article 10 of regulation No. 17, on May 16, 1968.

I.

1. Whereas the SOCEMAS, a limited company under French law, was established on June 17, 1959 for a period of 99 years by 77 multiple firms dealing in foodstuffs and supplies (MAS) belonging to the general association of the MAS in France, which covers a total of 82 firms; whereas at present the number of firms which are members of SOCEMAS is 69, comprising approximately 20,000 branches distributed over the whole of French territory;

2. Whereas the principal provisions of the articles of association of the SOCEMAS are as follows:

(a) only members of the general association of multiple firms dealing in foodstuffs and supplies in France may belong to the SOCEMAS, their participation in the registered capital of the SOCEMAS being proportional to the number of their branches;

(b) the admission of new members is decided by the Board of Directors; in case of refusal, no grounds for the decision need be given;

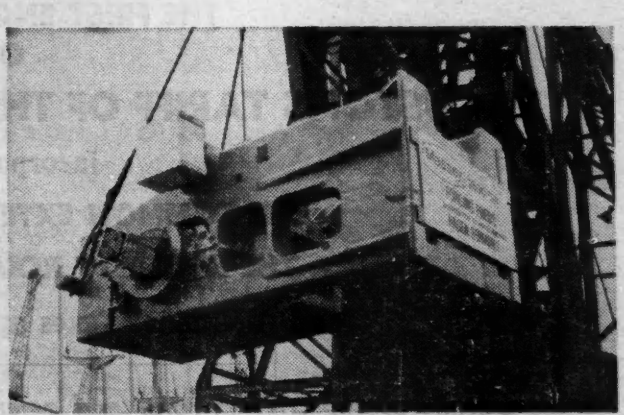
(c) the object of the SOCEMAS is more particularly;

(aa) on behalf of all its associates,
- to make surveys of French and foreign markets with the aim of lowering the cost and selling prices of the articles sold by its associates,
- to make studies of products, their standardization and their conformity to regulations on hygiene and fraud,
- to investigate articles manufactured in France and capable of being sold abroad on good terms,
- to inform its associates of the results of its surveys and operations;

(bb) also, on behalf of the associates which instruct it to do so,
- to undertake transactions on the basis of the surveys and investigations carried out in the course of its normal operations;

(d) The SOCEMAS is not a profit-making concern and may only claim refundment of the sums incurred by it on behalf of the shareholders and its administrative and running costs; it deals with foodstuffs whether solid or liquid, non-food requisites such as textile articles, footwear, drug shop and perfumery products,

(Continued on next page)



A press, built by B. & S. Massey Ltd., being loaded aboard ship by the giant 250-ton capacity floating crane at Manchester Docks for Germany. This press, the first part of a £200,000 plus order, has been built in record time, so that delivery is well before the specified penalty date. The balance of this sizeable export order will be completed by the end of the year. It consists of another high speed forging press of 1,800 tons capacity equipped with an automatic feeder unit and two Massey wide ram trimming and setting presses of 250 and 350 tons capacity.

EUROPEAN COMMUNITIES, *continued*

household articles, toys, equipment, and furniture for shops and offices;

3. Whereas the MAS, which were established at the beginning of the 20th century, represent a stage in the development of the commercial system towards integration, which has occurred particularly in France;

whereas these firms are business companies whose sales branches, shops of limited area (85 per cent under 70 sq. metres), are run by managers who are responsible for the stocks of goods and enjoy considerable freedom in organizing their branch and engaging staff and are paid by commission on turnover, although the selling prices are fixed by the company, which remains the owner of the business capital, the goods for sale and the shop fittings;

whereas the majority of the MAS taken individually are medium sized undertakings ranking between big and financially powerful undertakings such as the larger stores on the one hand and small wholesale and retail businesses on the other; whereas no MAS has branches covering the whole of French territory and at present the three or four largest firms extend their activity to a little under a quarter of the country;

whereas most of the MAS have set up purchasing centres which, in accordance with the articles of association of the SOCEMAS, are members as of right of the management committee of the company, and at present these purchasing centres which have comparable and perhaps greater importance than the large commercial undertakings, number 5:

(a) 2 centres set up by MAS with financial links:
'Casino-Epargne', comprising the two MAS of the same name
'Camas', comprising 8 MAS;

(b) the three other centres set up by MAS independent of one another:
'Paridoc', comprising 24 MAS
'Locéda', comprising 21 MAS and
'Céda', comprising 6 MAS;

4. Whereas in 1965 the turnover of the MAS in respect of foodstuffs, almost 90 per cent of their total turnover, represented approximately 9 per cent of the total turnover in such products on the French market, this percentage being slightly below that of the MAS in the Netherlands (approximately 12 per cent) and Germany (Lebensmittelfilialbetriebe – approximately 10 per cent), but distinctly higher than that of the MAS in Belgium (6 per cent) or Italy (1 per cent);

5. Whereas in accordance with the provisions of its articles of association the SOCEMAS is particularly engaged in investigating abroad products, foodstuffs or otherwise, which are interesting from the point of view of quality or price, whereas on the French market the MAS or their purchasing centres directly undertake such investigation, and at the same time each MAS or purchasing centre is at liberty to undertake investigations abroad on its own account and purchase products of particular interest to it;

whereas where it intervenes, the SOCEMAS discusses all the terms of the transaction – technical characteristics of the products, purchase prices, delivery dates, terms of payment, etc. – and, on the basis of the results obtained, transmits proposals to the MAS, who, if they are interested, place orders with the SOCEMAS, which, if the quantity of goods to be purchased is sufficiently large, concludes the transaction with the foreign supplier concerned; if on the other hand the order is too small, it puts its interested members directly in contact with the foreign supplier;

whereas the SOCEMAS does not undertake the material side of importing the goods purchased into France, i.e. their invoicing, payment and distribution among the purchasing MAS after crossing the frontier, since all such operations are the responsibility of another specialist undertaking, the Société Nationale d'Achat, d'Importation et de Représentation (National Purchase, Importation and Agency Company), which has undertaken them on behalf of the MAS since 1947;

whereas resale prices on the French market of products imported from abroad are freely fixed by each MAS;

whereas up to now the SOCEMAS has not dealt with the export of French products;

whereas there is no reason to deal here with the other activities specified in the articles of association of the SOCEMAS regarding the studies of products, their standardization and their conformity to regulations in force on the French market;

6. Whereas information received shows that:
– in 1965 imports from the EEC through the medium of the SOCEMAS represented 0.1 per cent of the total turnover of the MAS and it was not possible to ascertain that for a given product – for example canned fish from the Federal Republic of Germany – such imports exceeded at the maximum estimate 1 per cent of the annual production of such member state;
– foreign products of whatever origin effectively purchased through the agency of the SOCEMAS up to now represent only a very small proportion of their total turnover;
– such purchases have developed rapidly, whereas those made in the EEC countries have remained stationary during recent years;
– such products which, according to the statistics for recent years, have largely remained the same, showing that the volume rather than the variey of purchases abroad has increased, come from every country in the world and also from the EEC countries other than France;
– these are in general articles typical of their countries which are not manufactured in France or, in some cases, products which are preferable from the point of view of price or quality to similar articles produced in France; those originating in EEC countries are in particular certain types of biscuits, canned fish, wines, glassware and toys;

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II.

Whereas the requested negative clearance can be issued in accordance with the provisions of article 2 of Regulation No. 17 if the Commission finds that on the basis of information available to it there is no ground for it to intervene pursuant to the provisions of article 85 paragraph 1 of the treaty in respect of the articles of association and the activities of the SOCEMAS;

whereas article 85 paragraph 1 of the treaty stipulates that any agreement between enterprises, any decisions by associations of enterprises and any concerted practices which are likely to affect trade between the member states and which have as their object or result the prevention, restriction or distortion of competition within the Common Market shall be deemed to be incompatible with the Common Market and shall be prohibited;

whereas the multiple firms dealing in foodstuffs and supplies (MAS) associated within the SOCEMAS are business undertakings, and the clause in the articles of association under which the SOCEMAS concludes transactions abroad on behalf of those associates who instruct it to do so is an agreement between these undertakings;

whereas before the SOCEMAS was set up the MAS grouped in the five purchasing centres and the other MAS canvassed foreign markets and made purchases from them either directly or through the medium of the centres; whereas since then the purchasing centres have ceased to operate outside France and almost all the products imported by the MAS has been imported through the agency of the SOCEMAS;

whereas the activity of the SOCEMAS essentially consists of passing on to its members proposals from foreign markets on more favourable terms than were available to them before the company was set up;

whereas moreover the MAS are at liberty to accept or reject these and are not bound to obtain their supplies exclusively through the agency of the SOCEMAS, and each MAS or purchasing centre retains its legal freedom to import goods independently;

whereas the object of the agreement is thus not to prevent, restrict or distort competition;

whereas in order to judge whether the effect of the agreement is to prevent, restrict or distort competition it is necessary to take into account not only facts known at present, but also future developments insofar as these can be foreseen with any certainty;

whereas however purchases abroad of products likely to be sold in the shops of the MAS undertaken by the SOCEMAS represent only an insignificant proportion of the various markets for the products concerned;

whereas such purchases in the EEC countries other than France have remained stationary during recent years and no significant increase in the amount or range of these is foreseeable, since they constitute for the MAS an additional supply of certain typical products for which consumers are only slowly developing a taste;

whereas the establishment of the SOCEMAS and its activities thus have no perceptible effect on the position of the suppliers on the markets for the products concerned, thus supplying evidence that the result of the agreement under consideration is not to prevent, restrict or distort competition within the Common Market;

whereas consequently neither the object nor the result of the agreement is to prevent, restrict or distort competition;

whereas since one of the conditions for the application of article 85 paragraph 1 is not satisfied, it is not necessary to inquire whether the agreement fulfils the other condition, i.e. in this case whether it is likely to affect trade between member states;

whereas therefore the agreement concerned does not fall within the scope of article 85, paragraph 1 of the treaty and the Commission can state in response to the request from the SOCEMAS that on the basis of the information available to it there is no ground for it to intervene in pursuance of the provisions of article 85, paragraph 1 of the treaty in respect of the agreement under consideration, and the negative clearance can accordingly be issued;

whereas no opposition has been put forward by third parties as a result of the publication made in implemention of article 19 paragraph 3 of Regulation No. 17 in the *Journal Officiel des Communautés Européennes* No. 78 of April 29, 1966;

HAS TAKEN THIS DECISION:

Article 1

There is no ground for the Commission, on the basis of the information available to it, to intervene in pursuance of the provisions of article 85 paragraph 1 of the treaty establishing the European Economic Community in respect of the articles of association and the activities of the Société Commerciale et d'Etudes des Maisons d'Alimentation et d'Approvisionnement à Succursales (SOCEMAS).

Article 2

This decision is addressed to the Société et d'Etudes des Maisons d'Alimentation et d'Approvisionnement à Succursales, Paris, France.

Brussels, July 17, 1968
by the Commission
The President
(Signed) Jean Rey.

Common agricultural policy

THE TEXTS of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts of these Regulations and Decisions may be seen on application to Export Services Branch, Board of Trade Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

GENERAL

Decision No. 68/330/CEE relates to methods of administrative co-operation to ensure the free circulation of products in the sugar, milk and milk products and the beef and veal sectors (*Journal Officiel* No. L206 dated August 17, 1968).

CATTLE, BEEF AND VEAL

Regulation (CEE) No. 1223/68 modifies Regulation (CEE) No. 1075/68 (see *Board of Trade Journal* dated August 9, 1968, page 435) in so far as it concerns the refund applicable to certain products in the cattlemeat sector (*Journal Officiel* No. L202 dated August 13, 1968).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1242/68 fixes the import levies in the milk and milk products sector (*Journal Officiel* No. L205 dated August 15, 1968).

Regulation (CEE) No. 1244/68 relates to tendering for the distribution of butter held by French intervention organizations (*Journal Officiel* No. L206 dated August 17, 1968).

Decision 68/329/CEE authorizes Belgium to sell at a reduced price butter from public stock intended for use in the manufacture of concentrated butter (*Journal Officiel* No. L206 dated August 17, 1968).

The import levies as fixed by Regulation (CEE) No. 1242/68 above are published periodically in the *Journal Officiel*. Details of these levies will not in future be published in the *Board of Trade Journal*, but current rates may be obtained on application to the address given above.

Transport in the EEC

THE TEXT of the following Regulation affecting the transport system in the EEC has been published in the *Journal Officiel des Communautés Européennes* No. L204 dated August 14, 1968.

Regulation (CEE) No. 1224/68 relates to the establishment of model community authorization documents and the formula for obtaining statistical information concerning the use of the community authorization cited in Article 2 paragraph 2 and Article 5 paragraph 1 of Regulation No. (CEE) 1018/68 (see *Board of Trade Journal* dated August 9, 1968, page 435) which relates to the establishment of a community quota for the transport of goods by road within the member states.

(EUROPEAN COMMUNITIES, *continued on next page*)

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* **Journal** *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

EUROPEAN COMMUNITIES, *continued*

Tariff quotas in the EEC

THE *Journal Officiel des Communautés Européennes* No. L206 dated August 17, 1968, contained an announcement about the following Decision which affects tariff quotas in the EEC.

Decision No. 68/326/CEE grants to Germany a tariff quota for the items listed below with the rate of duty as indicated. This quota is valid for the period August 1, 1968, to December 31, 1968.

Common Customs Tariff	Description of Goods	Volume of quota	Rate of Duty
03.01 B I (e) ex (g)	Cod, black pollack, haddock and Norway haddock, fresh, chilled or frozen . .	9,000 tonnes	7·5% for cod, black pollack and haddock; 6·1% for Norway haddock
03.01 B I ex (f)	Halibut, fresh, chilled or frozen . .	3,000 tonnes	4%

The *Journal Officiel* No. L207 contained the text of **Decision No. 68/331/CEE** which increases the tariff quota previously granted to Germany by Decision No. 67/112/CEE for natural red wines of fresh grapes (tariff headings ex 22.05 B Ib, ex 22.05 B IIb and ex 22.05 B IIIb 2). The quota which is valid for the period December 1, 1966, to November 30, 1967, has been increased from 50,000 hectolitres to 54,000 hectolitres at the following rates of duty:

6.94 uc[1] per he. – of an actual alcoholic strength of not more than 13°.
7.84 uc per he. – of an actual alcoholic strength of more than 13° but not more than 15°.
9.91 uc per he. – of an actual alcoholic strength of more than 15° but not more than 18°.

The French texts of the above Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

FRANCE

Duty free quotas for imports of newsprint

THE FRENCH *Journal Officiel* of August 13 announced amendments to the duty-free quota amounts for the import of newsprint admitted under more favourable tariff conditions (see table published in the *Board of Trade Journal* of December 22, 1967, page 1619). These should now read:

Tariff No.	Description	Amount of quota (metic tons net)
47.01 A	Mechanical or semi-chemical wood pulp (2). . .	70,000 tons of pulp at 90% dryness
47.01 B I b 47.01 B II a and b	Wood pulp, chemically treated by the sulphate or soda processes, bleached; wood pulp chemically treated by bisulphate processes (2)	48,000 tons of pulp at 90% dryness

(2) The weight to be shown on import licence applications for these quotas is that of the pulp regarded as of 90 per cent dryness.

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Inquiries concerning this notice may be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text can be seen.

Imports of frozen beef

THE FRENCH *Journal Officiel* of August 15 published details of the procedure to follow to obtain import certificates for frozen beef imported from all countries other than member countries of the EEC. These certificates will be granted by the main regional Customs offices.

Details concerning this notice may be obtained from the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text can be seen.

Registration of trade marks in France

THE *Board of Trade Journals* of June 21 and 28 and July 5 and 12 drew attention to the fact that the transitional period provided for in the new French laws on Trade Marks, which came into effect on August 1, 1965 was due to end on July 31, 1968.

These previous notices took the form of a warning about the consequences of failing to register, before the end of the transitional period, hitherto unregistered marks used in France in connection with goods or services prior to August 1, 1965.

The French *Journal Officiel* of August 2 announced that owing to recent events in France a new law has been passed extending certain time limits. Under Article 12 of this Law the closing date of the transitional period in the 1965 Trade Mark law (articles 35 and 36) has been extended to November 1, 1968. This extension of time provides a further opportunity for any owners of such marks still unprotected in France to take necessary action. It is understood that there are still a large number of British owned marks in this category despite the wide publicity given to the matter in the United Kingdom.

An English translation of the 1965 Trade Mark law and of the decree applying the provisions of that law are available for consultation at the Foreign Patents Section of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2. Inquiries concerning this notice may be addressed to the Board of Trade, Industrial Property and Copyright Branch, Room 104A, 25 Southampton Buildings, Chancery Lane, London, W.C.2 (Tel. 01-405 8721, Ext. 124).

Ban on live animals

THE FRENCH *Journal Officiel* of August 17 announced that the ban imposed on November 7, 1967 (see *Board of Trade Journal* of November 17, page 1282) for the importation from Britain of pigs and ruminants has been lifted, and that sanitary derogations will again be granted whatever the destination of the imports.

Inquiries relating to this notice may be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text can be seen.

SPAIN

Duty-free quotas

IN THE *State Gazettes* of August 9 and 14, the Spanish authorities announced the extension of the following duty-free quotas:

Tariff heading	Description	Quota	Valid until
07.06	Yucca roots	Metric tons 7,500	December 31, 1968
47.01 B	Chemical pulp to manufacture newsprint:		
1 b	Sulphate or soda, bleached . . .		
2 a	Bisulphite, unbleached	7,500	September 30, 1968
48.01 D 3 c 1	Newsprint for daily newspapers . .	10,000	September 30, 1968

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

Import duty suspensions

IN THE *State Gazettes* of August 9 and 14, the Spanish authorities announced the extension of the following import duty suspensions:

Tariff heading	Description	Suspension valid until
12.01 B 3	Soya beans	October 30, 1968
23.01 B	Fishmeal	November 28, 1968

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

Anti-dumping duty

IN THE *State Gazette* of August 14, the Spanish authorities announced the extension for a further year of the following anti-dumping duty:

Tariff heading	Description	Anti-dumping duty
		Pesetas per metric ton
73.13 B 3 c ex	Galvanized sheet:	
	Of a thickness not greater than 0·8 mm.	2,460
	Of a thickness greater than 0·8 mm. and up to 2 mm., inclusive.	1,610

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

Duty within quota limit

IN THE *State Gazette* of August 17, the Spanish authorities announced the following reduction in import duty within the quota limit shown:

Tariff heading	Description	Quota metric tons	Import duty	Valid until
73.13 B 3	Sheets and plates, of iron or steel, hot-rolled or cold-rolled, other than electrical:			
b	Tinned:			
1	Of a thickness of 0·5 mm. or more	15,000	2%	November 17, 1968
2	Of a thickness of less than 0·5 mm.			

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

Pictured at Coalport China Limited during a recent visit to factories in the Wedgwood Group are: Mr. Beppe Morone, Mr. Franco Magni and Mr. Maurizio Mezzanotte, all of Messulam S.A.S., Milan, Italy. They are seen with Mr. E. W. Brain (right), chairman and managing director of Coalport and Mr. F. Ridgway (sales manager).

ITALY

Imports from Great Britain of ruminants and pigs

THE ITALIAN Ministry of Health in a Ministerial Order, which takes effect from July 25, 1968 have announced a lifting of the ban on imports from Great Britain of ruminants and pigs, their meat products and by-products.

A notice imposing the ban was published in the *Board of Trade Journal* of February 9, 1968.

Chemical additives to foodstuffs: correction

IN THE NOTICE concerning the Italian Government's amendments to the regulations governing chemical additives to foodstuffs published in the *Board of Trade Journal* of August 9, 1968, page 437, third line, the word 'prevention' should read 'preservation'.

CYPRUS

Postal rates by air mail: correction

IN LAST WEEK'S *Journal*, page 573, the second paragraph should have read as follows:

It should be noted that an air mail letter form to Cyprus costs ninepence. A letter sent by air mail to Cyprus requires one shilling postage per ½ oz.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

ISRAEL

Liberalization of imports

THE ISRAELI Official Gazette *Kovetz Hatakanot*, No. 2255 of July 18 has published the following amendments to the list of goods that can be imported into Israel without an import licence:

Item	Description
09.01-2000 } 09.02 }	Replaced by the following:
09.01-2000	Coffee husks and skins, via Eilath.
09.02-9900	Tea in containers having a capacity of one kg. or more.

If items coming under 09.01-2000 are imported through ports other than Eilath an import licence will still be required. A special permit will now be required for goods coming under index 09.02-9900.

Any inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

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LEBANON

Customs tariff

THE FOLLOWING amendments have been made to the Lebanese Customs Tariff:

Heading No.	Description of Goods	Basis for collection	Normal tariff
08.05	Nuts other than those falling within heading No. 08.01, fresh or dried, shelled or not:		
	(a)		
	(b) (No change).		
	(c)		
	(d) Pistachio nuts:		
	42 (1) Unshelled	Kg. Net	80 Piastres
	(2) Shelled	Kg. Net	160 Piastres
	(Rest unchanged).		
37.03	Sensitized paper, paperboard and cloth, unexposed or exposed but not developed:		
	11 (a) In rolls of more than 25 metres, of a width of more than 8 cm., prepared clearly for the manufacture of picture post cards (1)	Value	(No change)
	21 (b) Other (no change)		

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475),

JORDAN

Ban on import of certain pharmaceutical products

ON THE RECOMMENDATION of the Ministry of National Economy, the Ministry of Health have on May 18, 1968 issued an administrative notice prohibiting the import of the following pharmaceuticals into Jordan:

1. Acetylsalicyclic acid 0.5 gm. tablets
2. APC tablets
3. Charcoal medicinal 0.5 gm. tablets
4. Codeine phosphate tablets
5. Idochlorhydroxyquin 250 mg. tablets also 'Enterovioform', 'Sigoform', Dysentrol and 'Budoform'
6. Isoniazid tablets
7. Phithalysulfathiazol 0.5 gm. tablets
8. Succimylsulfathiazol 0.5 gm. tablets
9. Sulfadiazine 0.5 gm. tablets
10. Sulfadimidine 0.5 gm. tablets
11. Sulfaguanidine 0.5 gm. tablets
12. Glycerine in packings less than 1 kg.
13. Paraffin liquid
14. Piperazine Citrate Elycir
15. Boric acid ointment
16. Icthomal ointment
17. Sulfanilamide ointment
18. Zinc oxide ointment.

Goods ordered before May 18, 1968 will be allowed to enter provided written proof to the effect that commitments were entered into before May 18 was submitted to the Ministry before May 24, 1968.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221).

LIBYA

Foreign investment law

THE BRITISH EMBASSY in Libya have reported the promulgation of a new decree by the Libyan Ministry of Economy and Trade on the investment of foreign capital in Libya.

The decree sets up an examining committee on foreign capital investment within the Ministry of Economy and Trade, with an Under-Secretary of the Ministry as its president. Its function is to study applications for investment of foreign capital and to recommend their acceptance or refusal. It is also to compile and study economic data showing the feasibility of foreign capital investment likely to contribute to the country's economic development. The committee's decisions will be submitted to the Minister of Economy and Trade for approval in the first place and his opinion to the Council of Ministers.

Under article 2(b) the examining committee is empowered to

suggest exemptions for any project which is in principle regarded with favour. These exemptions are specified in article 4 and include exemption from Customs duties leviable on machinery, tools, equipment, spare parts and raw materials used in any project, for a period of not more than five years, exemption from income tax on earnings on work undertaken in fulfilment of the project, and other privileges in relation to the grant of residence permits, entry and exit visas.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357), quoting reference number CRE 21670 G.

The Libyan Ministry of Interior Department of Public Security have placed a £1 million order for the supply and installation of telecommunications equipment with Pye Telecommunications Ltd., a member of the Pye of Cambridge Group of Companies. This is claimed to be the largest telecommunications order to come out of Libya. The equipment, valued at £70,000, is being flown by charter plane to Benghazi where the scheme is nearing completion, and the picture shows Mr. Leonard Nunn checking the manifest ready for loading onto the plane.

MALTA

Restrictions on imports of lard and cooking fats

THE BOARD OF TRADE has heard from Malta that the importation of the following items into Malta is, from August 9, 1968, prohibited unless specifically authorized by an import licence issued by the Director of Trade.

Lard and cooking fats.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1968 (No. 4), published as Rhodesia Notice No. 622 on August 9, amends the Customs and Excise (Suspension) Regulations, 1968 to the following extent:

	Effective rate
First Schedule:	
By the insertion of the following item:	
Ex. 290 (a) Lithographic positives and negatives when certified to be of approved educational subject matter . . .	Free

Note: Trade between the United Kingdom and Rhodesia is severely restricted. The change in the Rhodesian tariff listed above is published for information only.

AUSTRALIA

Patent law amendment

A BILL to amend the Australian patent law has recently been introduced into the House of Representatives. The Bill would make the following changes in the patent granting procedure. A system of deferred examination is proposed and an applicant may elect for a simplified examination procedure utilizing the examinations carried out in other countries where the invention concerned has already been patented. It is contemplated that these countries would be the United Kingdom and the United States. A copy of the Bill is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2.

Special Advisory Authority inquiry on woven shirts

THE AUSTRALIAN Minister for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods: woven shirts and parts therefor of cotton and man-made fibre (Tariff item 61-03).

This reference is a result of representations by local manufacturers.

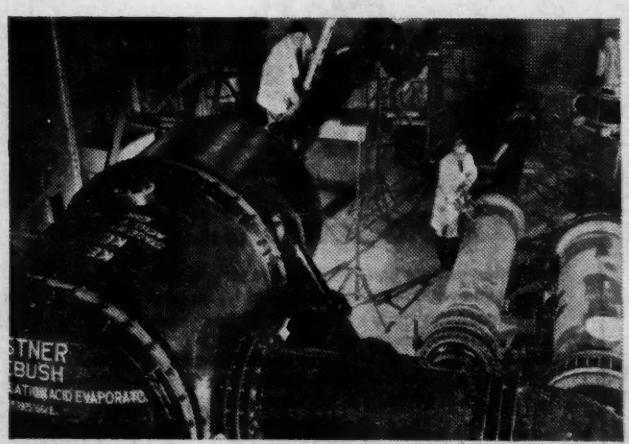
Details of the tariff items under which the above-mentioned goods are dutiable are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

The Special Advisory Authority is required to report within 30 days of the date of the reference, that is, **by September 10.**

In the short time available for investigation, United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 21 Tothill Street, London, S.W.1 (Tel. 01-799 7447).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319 or 2318), quoting reference No. CRE 1378/68.

(AUSTRALIA, *continued on next page*)



APV-Kestner Limited, of Greenhithe, Kent, have been awarded a contract for a 500 tons per day phosphoric acid evaporator at a total contract price of £750,000 to be operated by Arad Chemical Industries in Israel. The picture shows the final testing of an evaporator, similar in construction to those included in the Israeli contract.

AUSTRALIA, *continued*

Tariff changes (1)

DETAILS ARE given below of changes made in the Australian Customs Tariff by customs tariff proposals which came into effect on August 2, 1968.

Tariff Item		Rate of Duty	
		General	Preferential
	Bean seed (Phaseolus)		
	Omit paragraph 07.05.19, insert the following paragraph:		
07.05.19	Other	35%	35%
	Plywood, blockboard, etc.		
	Plywood, blockboard, etc.:		
	Omit from item 44.15 blockwood, insert blockboard.		
	Certain types of goods made of wood		
	Omit sub-item 44.28.2.		
	Basketwork, wickerwork		
	Omit paragraph 46.03.29, insert the following paragraph:		
46.03.29	Other	45%	22½%
	Travel goods, handbags, etc.		
	Omit sub-items 46.03.3 and 46.03.4, insert the following sub-items:		
46.03.3	Baskets, panniers, hampers and the like	32½%	15%
46.03.4	Travel goods, handbags, purses, shopping bags and the like not falling within sub-item 46.03.3 spectacle cases; cigar, cigarette and smoking pipe cases	45%	17½%
	Paper and paperboard		
	Omit sub-items 48.01.1 and 48.01.2, insert the following sub-items:		
48.01.1	Having a substance not exceeding 22 grammes per square metre, as prescribed by by-law	$4 per ton	Free
48.01.2	Having a substance exceeding 22 grammes per square metre, as prescribed by by-law; having an FOB price not less than such price as is specified in the by-law in relation to goods of that kind, as prescribed by by-law	$8 per ton	Free
	Omit sub-item 48.04.2.		
	Omit sub-items 48.05.1 and 48.05.2, insert the following sub-items:		
48.05.1	Having a substance not exceeding 22 grammes per square metre, as prescribed by by-law	$4 per ton	Free
48.05.2	Having a substance exceeding 22 grammes per square metre, as prescribed by by-law; having an FOB price not less than such price as is specified in the by-law in relation to goods of that kind, as prescribed by by-law	$8 per ton	Free
	Omit sub-items 48.07.1 and 48.07.2, insert the following sub-items:		
48.07.1	Having a substance not exceeding 22 grammes per square metre, as prescribed by by-law	$4 per ton	Free
48.07.2	Having a substance exceeding 22 grammes per square metre, as prescribed by by-law; having an FOB price not less than such price as is specified in the by-law in relation to goods of that kind, as prescribed by by-law	$8 per ton	Free
	Blotting pads		
	Omit paragraph 48.18.91, insert the following paragraph:		
48.18.91	Blotting pads	45%	22½%
	Printed matter as catalogues and price lists		
	Omit sub-item 49.11.1, insert the following sub-item:		
49.11.1	Catalogues and price lists the produce or manufacture of the United Kingdom that relate exclusively to products of that country: catalogues and price lists the produce or manufacture of New Zealand that relate exclusively to products of that country	..	Free
	Woven fabrics of cotton		
	Omit paragraphs 55.09.43 and 55.09.49, insert the following paragraph:		
55.09.49	Other:		
55.09.491	Hand-woven, hand-printed fabrics	55%	45%
55.09.499	Other	55%	45%
	Carpets, carpeting, rugs and mats		
	Omit item 58.02, insert the following item:		
58.02	*Other carpets, carpeting, rugs, mats and matting and Kelem, Schumacks and Karamanie rugs and the like (whether made up or not):		
58.02.1	Goods of terry fabric	55%	40%
58.02.2	Goods wholly of jute	Free	Free
58.02.3	Handmade goods, not being goods falling within a preceding sub-item in this item; goods wholly of cotton or in which the pile is wholly of cotton; goods wholly of jute and paper	7½%	Free
58.02.4	Goods of coir, not being handmade	30%	17½%
58.02.9	Other	30%	15%
	Coated textile fabrics		
	Omit from item 58.07 'Chenille yarn' gimped yarn (other than metallised yarn falling within item 52.01 and gimped horsehair yarn); braids and ornamental trimmings in the piece (including narrow woven fabrics in the form of fringes)' insert 'Chenille yarn (including flock chenille yarn), gimped yarn (other than metallised yarn of item 52.01 and gimped horsehair yarn); braids and ornamental trimmings in the piece'		
	Nets and netting		
	Omit item 59.05, insert the following item:		
59.05	*Nets and netting made of twine, cordage or rope, and made up fishing nets of yarn, twine, cordage or rope	7½%	Free
	Certain made up textile articles		
	Omit item 62.05, insert the following item:		
62.05	*Other made up textile articles (including dress patterns)	40%	25%
	Hat shapes, plaited, woven or sewn		
	Omit sub-item 65.02.1, insert the following sub-item:		
65.02.1	Of a kind known as beachwear, plaited, woven or sewn from more than one kind of material, or ornamented in any way other than by mere change of colour	40%, or, if higher, $4.50 per doz	22½%, or, if higher, $2.50 per doz
	Omit paragraph 65.02.92.		
	Hats and other headgear		
	Omit sub-items 65.04.9, insert the following sub-item:		
65.04.9	Other	40%, or, if higher, $4.50 per doz	22½%, or, if higher, $2.50 per doz
	Wire		
	Omit item 73.14, insert the following item:		
73.14	*Iron or steel wire, whether or not coated, but not insulated:		
73.14.1	Having no cross-sectional dimension exceeding 0.072 inch	25%	10%
73.14.2	Having no cross-sectional dimension exceeding 0.16 inch (other than goods falling within sub-item 73.14.1) being goods that are entered for home consumption on or before December 31, 1971	To and including December 31, 1971—5%, and $12 per ton	To and including December 31, 1971—5%
73.14.9	Other	To and including December 31, 1968—13%, and $12 per ton	To and including December 31, 1968—9%
		From and including January 1, 1969, to and including December 31, 1969—11%, and $12 per ton	From and including January 1, 1969, to and including December 31, 1969—8%
		From and including January 1, 1970, to and including December 31, 1970—9%, and $12 per ton	From and including January 1, 1970, to and including December 31, 1970—7%
		From and including January 1, 1971, to and including	From and including January 1, 1971, to and including

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Tariff Item		Rate of Duty	
		General	Preferential
		December 31, 1971—7% and $12 per ton From and including January 1, 1972—5% and $12 per ton	December 31, 1971—6% From and including January 1, 1972—5%
	Omit sub-item 73.15.8, insert the following sub-item:		
73.15.8	Wire:		
73.15.81	Having no cross-sectional dimension exceeding 0.072 inch	25%	10%
73.15.89	Other	5%, and $12 per ton	5%
	Earth moving, excavating equipment		
	In paragraph 84.22.11 omit 'Track-laying types; other types.' insert Types.		
	In paragraph 84.23.11 omit 'Track-laying types; other types, insert "Types."		
	Radio broadcast and television receivers		
	Omit from sub-item 85.15.1, 'assembled and complete (including partly assembled or incomplete goods that the Minister directs shall be treated as assembled and complete).		
	Omit from sub-item 85.15.2, assembled and complete (including partly assembled or incomplete goods that the Minister directs shall be treated as assembled and complete).		

Tariff changes (2)

DETAILS ARE given below of changes made in the Australian Customs Tariff by customs tariff proposals which came into effect on August 2, 1968.

Rubber

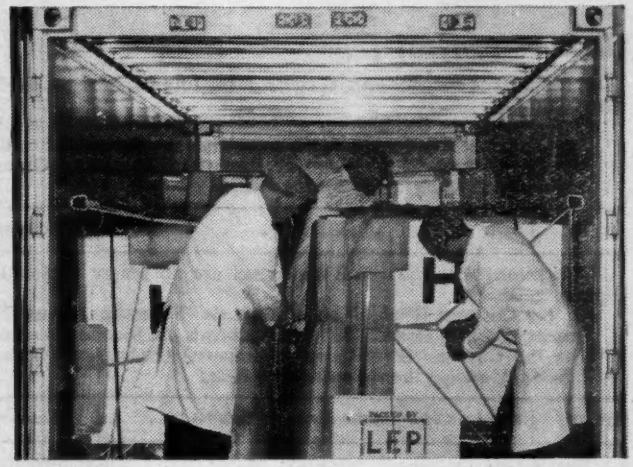
Tariff Item		Rate of Duty	
		General	Preferential
	Omit Note 11 to Chapter 40, insert the following Note:		
	11. For the purposes of sub-item 40.01.2 and paragraphs 40.01.49, 40.02.99 and 40.06.99, the weight by references to which duty in respect of latex is to be calculated is the weight of the dry rubber content of the latex.		
	Omit paragraph 40.01.41, insert the following paragraph:		
40.01.41	Of polybutadiene; of polybutadiene-styrene; of polybutadiene and polybutadiene-styrene	60%	60%
	Omit paragraph 40.05.92, insert the following paragraph:		
40.05.92	Of polybutadiene; of polybutadiene-styrene; of polybutadiene and polybutadiene-styrene	60%	60%
	Omit item 40.06, insert the following item:		
40.06	*Unvulcanised natural or synthetic rubber (including rubber latex) in rods, tubes or profile shapes, solutions or dispersions or other forms or states; articles of unvulcanised natural or synthetic rubber:		
40.06.1	Rods, tubes or profile shapes; articles:		
40.06.11	Thread	55%	20%
40.06.12	Gaskets and similar joints	52½%	27½%
40.06.19	Other	40%	12½%
40.06.2	Solutions in organic solvents whether or not containing added fillers or other ingredients	42½%	17½%
40.06.9	Other:		
40.06.91	As prescribed by by-law	Free	Free
40.06.92	Of polybutadiene; of polybutadiene-styrene; of polybutadiene and polybutadiene-styrene.	60%	60%
40.06.99	Of other materials	$0.017 per lb	$0.017 per lb

INDONESIA

Survey reports on exports to Indonesia

RECENT JOINT decrees of the Indonesian Ministers of Trade and Finance stipulate that all goods imported into Indonesia with BE (Bonus Export) certificates, shipped from or transhipped through Hong Kong or Singapore, where letters of credit are opened in favour of firms in Hong Kong or Singapore, must be covered by a report from the appointed surveyors stating that the goods concerned conform with the specifications in the letter of credit. Where the goods are shipped directly from the country of origin but are paid for by a letter of credit opened in favour of a Singapore or Hong Kong firm, the latter must obtain a report from the correspondent of the appointed surveyors.

Any inquiries arising from this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253 or 2747).



Making full use of the ACT container's internal lashing points and full-width doors, the LEP packing staff check that the Australia-bound Honeywell computer is securely located. The £100,000 computer is to play a vital role in controlling containerized trade between Britain and Australia.

A party of six officials from the Public Works department of the Burmese Government visited the Wednesfield plant, Staffs., of Eaton Yale and Towne recently to inspect the products and manufacturing facilities of the company's Tractor Shovel and Mechanical Handling Equipment divisions. The party is shown in the picture with Mr. E. R. Hilton, general manager of the Yale Tractor Shovel division (left), and Yale model 4000 single-pivot articulated tractor shovel.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

MALAYSIA

Import control (1)

THE MALAYSIAN GOVERNMENT *Gazette* dated July 11, 1968 publishes the following:

(a) Customs (Prohibition of Imports) (Federation) (Amendment) (No. 9) Order, 1968, which amends the Second Schedule to the Customs (Prohibition of Imports) (Federation) Order, 1968, by deleting the following item:

841 131	Shirts	All countries

This means that the goods concerned are no longer subject to special licensing.

(b) Customs (Prohibition of Imports (Federation) (Amendment) (No. 10) Order, 1968 which amends the Second Schedule to the Customs (Prohibition of Imports) (Federation) Order, 1968, by adding the following new item:

081 904	Rolled oats other than those covered by Code 048 111 . .	All countries

This means that the importation of the above goods into the States of Malaya is subject to special licensing.

Notice to West Malaysian Importers No. 8 of 1968, which draws attention to the above Order, further states that the importation of these goods into the States of Malaya and Penang Island is subject to quantitative restrictions. Importers are required to prove their imports in 1967, and those without such proof will not be permitted to import the above-mentioned goods. Import licences will be issued every three months and will be restricted to quotas issued by the Ministry of Commerce and Industry. The quarterly period for the first quota will be July 11 to October 10, 1968.

Import control (2)

THE MALAYSIAN GOVERNMENT *Gazette* dated July 25, 1968 publishes the Customs (Prohibition of Imports) (Federation) (Amendment) (No. 11) Order, 1968, which amends the First Schedule to the Customs) (Prohibition of Imports) (Federation) Order, 1968, as follows:

(a) by deleting the undermentioned item:

725 034	Ceiling fans	All countries

This means that the goods concerned are no longer subject to special licensing.

(b) by adding the following new item:

725 018	Parts designed solely or principally for use in equipment falling within the preceding items of group 725. . .	All countries

This means that the importation of the above goods into the States of Malaya is subject to a special licensing.

Notice to West Malaysian Importers No. 9 of 1968, further states that the importation of these goods into the States of Malaya and Penang Island is subject to quantitative restrictions. Importers are required to prove their imports in 1967, and those without such proof will not be permitted to import the above-mentioned goods. Import licences will be issued on a quarterly basis and restricted to quotas issued by the Ministry of Commerce and Industry. The quarterly period for the first quota is July 25 to October 24, 1968.

In the Malaysian Government *Gazette* of the same date is Customs (Prohibition of Imports) (Federation) (Amendment) (No. 12) Order, 1968, which amends the Second Schedule to the Customs (Prohibition of Imports) (Federation) Order, 1968, by deleting the following item:

678 300-1	Tubes and pipes of iron or steel, welded: less than 6 inches in nominal internal diameter . .	All countries

This means that the goods concerned are no longer subject to special licensing.

Import control (3)

THE MALAYSIAN GOVERNMENT *Gazette* dated August 1, 1968 publishes the Customs (Prohibition of Imports) (Federation) (Amendment) (No. 13) Order, 1968, which amends the Second Schedule to the Customs (Prohibition of Imports) (Federation) Order, 1968, as follows:

(a) by deleting the undermentioned items:

	Bars and rods, except wire rods, of iron or steel, and hollow mining drill steel:	
673 210	Of iron or steel except high carbon or alloy steel . .	All countries
	Angles, shapes, sections and sheet piling, whether or not drilled, punched or otherwise simply worked, not less than than 80 mm. in width:	
673 410	Of iron or steel except high carbon or alloy steel . .	All countries

This means that the goods concerned are no longer subject to special licensing.

(b) by adding the following new items:

282 000	Scrap or waste metal of iron or steel	All countrie
671 100	Spiegeleisen	All countrie
671 200	Pig-iron	All countrie
671 300	Iron or steel shot, powder, or sponge	All countrie
672 100	Puddled bars pilings, blocks and lumps of iron or steel . .	All countrie
672 310	Ingots of steel except of high carbon or alloy steel . .	All countrie
672 320	Ingots of high carbon steel	All countrie
672 330	Ingots of alloy steel	All countrie
	Blooms, billets, slabs and sheet bars and pieces roughly shaped by forging:	
672 510	Of iron or steel except high carbon or alloy steel . . .	All countries
672 520	Of high carbon steel	All countries
672 530	Of alloy steel	All countries
672 710	Coils for re-rolling of iron or steel except high carbon or alloy steel	All countries
672 720	Coils for re-rolling of high carbon steel	All countries
672 730	Coils for re-rolling of alloy steel	All countries
	Angles, shapes and sections, whether or not drilled, punched or otherwise worked, less than 80 mm. in width:	
673 510	Of iron or steel except high carbon or alloy steel . . .	All countries
673 520	Of high carbon steel	All countries
673 530	Of alloy steel	All countries

This means that the importation of the above goods into the States of Malaya is subject to special licensing.

Notice to West Malaysian Importers No. 10 of 1968, which draws attention to the above Order, further states that the importation of the goods under tariff code numbers 673 510, 673 520, and 673 530, into the States of Malaya and Penang Island is subject to quantitiative restrictions. Importers are required to prove their imports in 1967, and those without such proof will not be permitted to import the above-mentioned items. Import licences will be issued on a quarterly basis and will be restricted to quotas issued by the Ministry of Commerce and Industry. The quarterly period for the first quota will be August 1 to October 30, 1968.

Pye TVT Ltd., a member of the Pye of Cambridge Group of Companies, recently received an order from the Nissho Company of Japan for the supply of a nuclear reactor camera with long range viewing attachments. The equipment is to be installed in the Tokai-Mura nuclear power station. 'Pye TVT Ltd. first developed the nuclear reactor camera some 13 years ago. The company now has 100 per cent of this business in the United Kingdom and a substantial percentage of the world market. This year's orders for this type of equipment amount to about £250,000,' says Mr. Louis Valder, divisional general manager of Pye TVT Ltd. The picture shows Mr. Valder holding the nuclear reactor camera. The camera views the inside of a nuclear reactor after a fuel-element has been consumed in order to inspect for deposits which might jam a replacement element.

ARGENTINA

Local manufacture of equipment, etc., for civil engineering works

ARGENTINE DECREE No. 2578 published on June 12, 1968, established a regime intended to promote local manufacture of goods classified in tariff headings 84.09, 84.23 and 84.59.

The State Secretariat for Industry and Commerce will open a Register of Manufacturers who wish to benefit under the provisions of this Decree, and interested parties must apply to have their names inscribed therein. Having entered their names on the Register, firms must submit to the State Secretariat for Industry and Commerce their plans for the local manufacture of some of the machines listed in the following paragraph. These proposals must be submitted within 90 days of the publication of Decree No. 2578. After this time the list will be closed until December 31, 1972.

Article 6 of the Decree lists the following items to which the benefits outlined in Article 7 may apply:

84.23.00.12	Front-end loaders of a capacity not exceeding 0.75 cubic metre.
84.23.00.13	Front-end loaders of a capacity exceeding 0.75 cubic metre.
84.23.00.17	Self-propelled excavators fitted with drag and/or digging buckets and/or any other additional equipment of a capacity not exceeding 0.75 cubic metre and/or a lifting power not exceeding 10 tonnes, powered by a diesel or petrol engine of a brake-power not exceeding 60 h.p.
84.23.00.18	Self-propelled excavators fitted with drag and/or digging buckets and/or any other additional equipment of a capacity exceeding 0.75 cubic metre and/or a lifting power exceeding 10 tonnes, powered by a diesel or petrol engine of a brake-power exceeding 60 h.p.
84.23.00.20	Self-propelled levellers of a power not exceeding 120 h.p. at 1800 r.p.m.
84.23.00.21	Self-propelled levellers of a power exceeding 120 h.p.

Sales of these items will be exempted from the payment of sales tax for a period of 10 years from the date of publication of this Decree.

Article 7 lists the benefits as follows:

(i) reduction of import duties on parts and/or components of the items to be manufactured, i.e., those listed below:

Group 1: Import duties 50 per cent

84.06.02.30	
84.06.02.40	

Group 2: Import duties 20 per cent

40.09.00.01	84.62.00.03
40.09.00.99	84.62.00.04
40.11.02.05	84.63.01.99
40.11.02.99	84.63.02.01
40.11.03.99	84.63.03.02
	84.63.03.99
73.20.00.99	84.63.07.00
73.29.00.11	84.63.08.00
73.32.00.00	84.63.09.99
73.35.00.99	84.64.00.01
	84.64.00.99
74.08.00.00	
	85.08.00.01
84.09.00.99	85.08.00.20
84.10.00.52	85.08.00.26
84.10.00.90	85.08.00.90
84.10.00.99	85.08.00.99
84.11.02.90	
84.11.02.99	87.06.00.01
84.23.00.84	87.06.00.10
84.23.00.99	87.06.00.20
84.59.06.99	87.06.00.30
84.61.01.99	87.06.00.50
84.61.02.99	87.06.00.80
84.62.00.02	87.06.00.99

(ii) priority for equipment for complementary investments, in accordance with the provisions of Decree No. 5339/63 (see *Board of Trade Journal* of October 18, 1963, page 888); up to 50 per cent of imports may be of used items:

(iii) exemption from import duty of up to two units of each item to be manufactured in accordance with approved plans; the units are to serve as prototypes;

(iv) exemption from import duty of parts, samples, printed technical material and similar material necessary for promotional purposes.

Any inquiries about this notice should be addressed to Export Services Branch, Tariff Section, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

VENEZUELA

Import licensing restrictions

THE VENEZUELAN Ministries of Finance and Development have issued a Resolution dated August 7, 1968 imposing import licensing restrictions on a variety of vehicle parts, as follows:

Tariff No.	Description	Duty in Bolivars per kilogram gross
599-09-15-14	Hydraulic brake fluid (4)	0·05
599-09-15-15	Shock absorber fluids (4)	0·50
629-09-01	Rubber bands and beltings for machinery (4)	0·05
663-03-03	Friction belts of any size, packing and other articles n.e.s. of asbestos, pure or mixed with other material:	
663-03-03-1	Gaskets (4)	0·001
663-03-03-4	Friction linings for clutch discs (4)	0·05
699-29-01	Metal springs of all kinds:	
699-29-01-3	For vehicles n.e.s.	
	A. With leaf-spring, assembled or not	1·50
	J. Not elsewhere specified	0·05
716-15-03	Gaskets composed of two or more materials, or assorted packings of different materials (4)	0·001
732-06-17	Clutch discs with friction linings (4)	0·05
899-11-03-21	Laminated mats with or without embossing	4·00

(4) Prior import licence required from Ministry of Development.

The resolution came into effect on August 15, 1968, except for those items already covered by shipping or consular documents endorsed on or before this date.

Customs tariff amendments

HM EMBASSY at Caracas states that new Resolutions published on August 10, 1968 provide for protection and assistance to local manufacturers of balloons and other carnival adornments, and knitted fabrics, piece-goods, etc. The principal amendments are:

Tariff Heading	Description	Duty in Bolivars per kilogram gross
899-15-06	Carnival articles; artificial Christmas trees; decorations for Christmas trees and for Nativity scenes, other than electric; conjuring tricks and novelty jokes:	
899-15-06-1	Artificial Christmas trees	20·00
899-15-06-4	Rubber balloons	20·00
899-15-06-6	Christmas tree decorations and carnival articles	20·00
	A. Deleted	
	B. Deleted	
	(Note: Included in this heading are all articles for ornamentation and adornment for Christmas trees and carnivals such as flowers, leaves, fruit, foliage, bambalinas, Chinese lanterns and the like.)	
653-07-00	Knitted or crocheted fabrics, of any textile fibre, pure or mixed	50·00
653-07-01	Deleted	
653-07-02	Deleted	

The Resolutions came into force on August 20, 1968.

URUGUAY

Import quotas

THE *Board of Trade Journal* of May 10, 1968 (page 1481) gave details of Uruguayan import quotas for the six months ending September 30, 1968; goods imported under the quotas were exempted from the prior deposit requirement.

It has now been reported that Uruguayan Central Bank Circular No. 84, of August 7, provides for a 10 per cent increase in the existing quotas for raw materials.

BRAZIL

Devaluation of Cruzeiro

ON AUGUST 21, 1968, the Brazilian Finance Minister announced that the Cruzeiro had been devalued by 13.4 per cent. The new buying rate would be New Cruzeiros 3.63 to the US Dollar, and the selling rate 3.65. (The buying rate would be approximately 8.7 New Cruzeiros to the £ sterling.) All foreign exchange transactions were suspended until August 27, 1968. The Finance Minister stated that in order to stimulate exports and discourage speculation, the approach to the Cruzeiro exchange rate would in future be more flexible and would be reviewed frequently in the light of various economic pressures.

COLOMBIA

Import regulations

HM EMBASSY in Bogota has reported the publication of a short supplementary Resolution (No. 007 of June 18) to Resolution No. 005 of May 9, details of which appeared in the *Board of Trade Journal* of May 31.

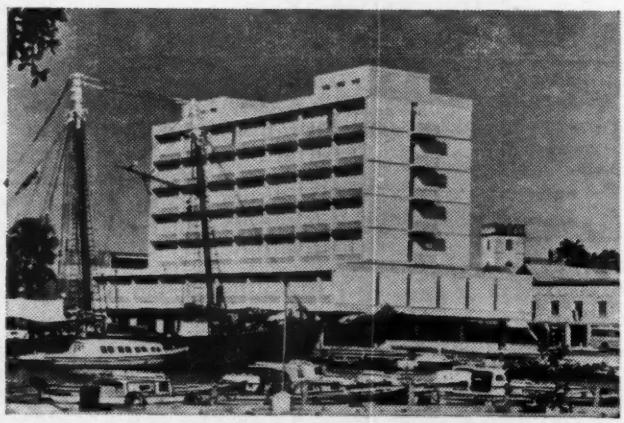
Resolution No. 007 provides as follows:

Article 1. The exceptions established by Article 1 of Resolution No. 005 of 1968 are hereby augmented to include the following 'NABALALC' Heading No. 48.01.1.05 – solely newsprint imported by and for the use of natural and legal persons other than newspaper editing firms.

Article 2. Article 2 of Resolution No. 005 of 1968 is hereby clarified so that refined or purified linseed oil of Heading 15.07.H.II of the Customs Tariff may be freely imported only if denatured; newsprint under Heading 48.01.A of the Tariff shall be a free import only if imported by or for the use of newspaper editing firms; generators under Heading 85.01.A.II of the Customs Tariff shall be of free import in all cases, except if imported with less than 21 HP motor whether coupled or not; caterpillar tractors under Heading 87.01.A of the Tariff shall be of free import only if imported without treading gear.

Article 3. Article 2 of Resolution No. 005 of 1968 is hereby amplified so that articles specified and falling within the following Tariff Headings shall be of free import:

Tariff Heading	Description
84.25 A	Harvesting machinery: I. Mowers, hay tedders, fodder harvesting machines, harvesters, combine harvester-threshers, harvesting and leaf-removing machines.
84.35	Printing and graphic arts machinery and apparatus, nipper gauges, folding machines and other machines for uses ancillary to printing: C. Parts.



View across the harbour at Bridgetown, Barbados, of the new Treasury Building which houses also the Inland Revenue and tourist and development departments. For the electrical installations British Insulated Callender's Cables Limited supplied power cables and considerable quantities of general wiring cables through their agents and distributors, The Emtage Electrical Co. Ltd. of Bridgetown.

Importation of goods against official tenders

HM EMBASSY in Bogota reports that by Colombian Government Decree 959/68 of June 25 projected imports by official agencies must first be examined by the Institute of Industrial Development (IFI) in order to ascertain whether the country is in a position to produce the goods locally. Any importation of goods by official agencies will, in the final analysis, be subject to the approval of the Superintendency of Foreign Trade.

The Government will in future extend to domestic manufacturers the same opportunities in its calls for tenders as to foreign manufacturers, and the Superintendency of Foreign Trade may refrain from approving imports in the event of more advantageous local quotations.

For the purpose of this Decree any person, body or enterprise in which the Government hold either jointly or individually 50 per cent or more of the capital shall be deemed an official entity.

UNITED STATES

Motor vehicle safety standards

THE UNITED STATES Federal Highway Administration has now published some interpretations relating to bulbs and bulb sockets in connection with Standard No. 108 which covers lamps, reflective devices and associated equipment for passenger cars.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Federal motor vehicle safety standards: mobile homes

THE UNITED STATES Federal Highway Administration is considering rulemaking which would exclude mobile homes, offices, classrooms, etc., from the applicability of Federal motor vehicle safety standards or classify them as a separate category of vehicle subject to regulations by the Administration.

A trailer is defined as 'a motor vehicle with or without motive powers designed for carrying persons or property and for being drawn by another motor vehicle'. Mobile homes are considered to be within this definition. Currently only Federal Motor Vehicle Safety Standard No. 108 (lamps, reflective devices and associated equipment) is applicable to trailers.

The Federal Highway Administration is considering rulemakng which would result in the revision of certain existing Federal standards to make them applicable to trailers as well as the insurance of new standards applicable to trailers.

The proposed rulemaking includes amendments to existing standards number 105 – service brake, emergency brake and parking brake systems, number 106 – brake hoses, and number 205 – glazing materials and proposals for new standards covering brake linings, tyres, tyre traction, retreaded tyres, bumper height, bumper effectiveness, rear underride guard, trailer hitches, exterior protrusions and fire retardent materials for interiors.

In addition the Federal Highway Administration is considering whether or not mobile homes should be excluded from the scope of the motor vehicle safety standards altogether.

Consideration will be given to any written comments submitted to the Federal Highway Administration before September 10, 1968.

Anyone wishing to comment on the above proposals is advised to obtain further information from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

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New Federal motor vehicle safety standards

THE *Board of Trade Journal* of January 12 gave notice of the United States Federal Highway Administration's proposals for additional motor vehicle safety standards.

The Federal Highway Administration has now published the following new standard:

Standard No. 212 windshield mounting – passenger cars.

This standard which establishes windshield retention requirements for windshield mountings becomes effective on January 1, 1970.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

CANADA

'Made in Canada' ruling

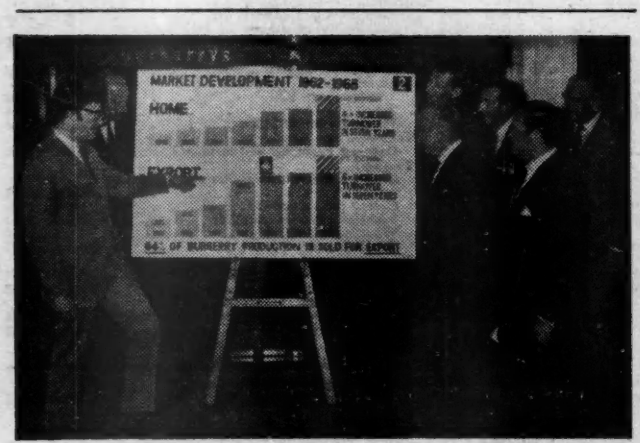
THE FOLLOWING RULING has been made in Canada for Canadian customs purposes:

'Of a class or kind not made in Canada':

Diphenylpyraline hydrochloride
Extract, artichoke
Extract, black haw
Extract, boldu
Extract, buchu
Extract, cascara sagrada
Extract, cherry bark wild
Extract, gentian
Extract, golden seal
Extract, hawthorn berries
Extract, kola nut
Extract, passion flower
Extract, rhubarb
Extract, senega
Extract, valerian
Extract, wild cherry bark
Chlororamphenicol
Chloramphenicol palmipate
Glyceryl guaiacolate
Oleorefin malefern
Promazine hydro chloride

(Ruling effective August 20, 1968)

The above information is contained in Canadian Department of National Revenue Memorandum D-51-33-4 dated August 20, 1968.



Mr. Brian Kitson, sales director for Burberrys, explaining the growth of international sales over the past seven years to some of the overseas representatives who attended a conference at the company's Haymarket headquarters on August 20. During the period 1962-1968, Burberrys sales of rainwear and topcoats have increased 400 per cent at home and 500 per cent in export markets. With Mr. Kitson are (left to right) Mr. J. Luyx (Holland), Mr. P. Ireton (foreground) (Germany), Mr. P. Hacou (Germany), Mr. U. Strauman (Switzerland), Mr. R. Hole (Canada and the Far East), and Mr. J. Skovby (Denmark).

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Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	23 Aug. 1968
Insurance companies:	
Assets (A)	16 Aug. 1968
Transactions (Q)	19 April 1968
Investment and earnings overseas (A)	19 July 1968
Laundries and dry cleaners turnover (M)	16 Aug. 1968
Machine tools deliveries and orders (M)	23 Aug. 1968
Man-made fibres:	
Analysis of production (A)	5 April 1968
Analysis of production (Q)	5 July 1968
Deliveries (Q)	9 Aug. 1968
Production (M)	9 Aug. 1968
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	23 Aug. 1968
Partnerships registered (A)	9 Feb. 1968
Pension Funds:	
Assets (A)	12 July 1968
Transactions (Q)	8 Mar. 1968
Retail prices index (M)	This week
Retail trade:	
Index nos. (M)	9 Aug. 1968
N. Ireland index (M)	This week
Royalty transactions (A)	23 Aug. 1968
Shipping:	
Movement at UK ports (M)	16 Aug. 1968
Nationality of vessels in UK sea-borne trade (A)	20 Oct. 1967
Stocks:	
Distributive and service trades (A)	23 Feb. 1968
Manufacturers', wholesalers' and distributors' (Q)	5 July 1968
Retail (M)	9 Aug. 1968
Wholesale trades (A)	16 Aug. 1968
Television:	
Overseas payments and earnings (A)	3 May 1968
Textiles:	
Clothing and textile orders and deliveries (M)	23 Aug. 1968
Cotton production (M)	23 Aug. 1968
Wholesale houses sales (M)	16 Aug. 1968
Wool exports (Q)	23 Aug. 1968
Wool output (M)	23 Aug. 1968
Tourism:	
International tourism (A)	29 Sept. 1967
UK tourist traffic (M)	23 Aug. 1968
Wholesale prices:	
Average prices of selected commodities (A)	23 Feb. 1968
Index nos. (M)	16 Aug. 1968

Board of Trade Departments, etc. *Subject*	*Last published*
Board of Trade Addresses	This week
Board of Trade Regional organizations	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	14 June 1968
Customs notices of interest to exporters	This week
Directory of Board of Trade Departments and their work	29 Mar. 1968
ECGD local offices	2 Aug. 1968
Half-yearly Index – Jan.-June	2 Aug. 1968
Official Receivers' Offices	21 June 1968
United States Consular offices in the UK	17 June 1966

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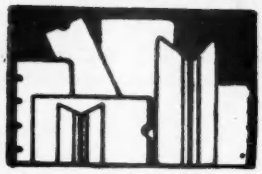
These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



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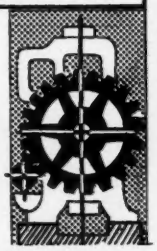

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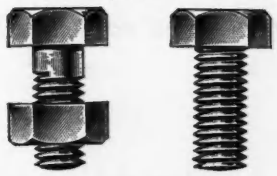

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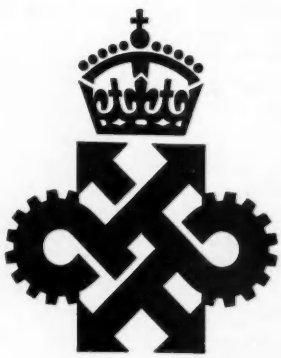

The closing date for receipt of applications is the 31st October, 1968. Application forms may be obtained from the Office of the Queen's Award to Industry, 1 Victoria St, London SW1. Telephone: 01-799 7000